

CIRCULATES EVERYWHERE IN CANADA

2334

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. XXII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 3, 1908.

NO. 1.



It's a food for the family—

## Robinson's Patent Barley

put up in tins for family use, is taking a prominent place in every up-to-date grocery and general store—

For 2 Reasons

- it is a healthful desirable food.
- it pays a good profit to the dealer.

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



A Sweet Opening For 1908  
is the sale of

## "Crown" Brand Table Syrup

**PUT-UP IN TINS**

2-lb. tins—cases of 2 doz.	Also in 1-lb., 1/2-lb. tins
10 " " " " " "	Keeps and Fails
20 " " " " " "	

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

The healthiest product of finest selected white corn,—rich, nourishing and delicious.

See that it is "Crown" Brand you get if you desire the Best.

For Sale By All Jobbers.

### EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

194 St. James St., MONTREAL

# There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having  
Seeded Raisins Packed by :---

**Jose Segalerva**  
**Malaga, Spain**

will be Ahead of his Competitors Because the  
Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold  
at Popular Prices

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

## Malaga Seeded Raisins

**YOU WILL MAKE A GOOD PROFIT.**

Agents for the Dominion

Rose and Laflamme

Montreal and Toronto.

## Remember This Important Fact

---

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

# COX'S Gelatine

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

---

ARTHUR P. TIPPET & CO., Agents  
8 PLACE ROYALE, 84 VICTORIA STREET,  
Montreal Toronto



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**EDMONTON.**

**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
Agencies Solicited  
Office and Warehouse—  
LARUE-PICARD BLOCK, EDMONTON, ALTA.

**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.

**HAMILTON.**

A. R. McFarlane Wm. Field  
**McFARLANE & FIELD**  
HAMILTON, ONT.  
Wholesale Grocery Brokers and  
Commission Merchants.  
TEAS, COFFEES, DRIED FRUITS, ETC.  
Highest references. Prompt attention

**MONTREAL**

**ROBERT ALLAN & CO.**  
General Commission Merchants  
MONTREAL  
Agencies: "Royal Crown" Skinless Codfish.  
Canned Salmon—"Lifebuoy," "Otter" and "Salad."  
Brands. Morris & Co., Pork, Chicago.

**FOR SALE**

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

Phone Bell Main 3938.

**CHAUSSÉ & CIE.**  
Wholesale Manufacturers of  
**OILS AND ESSENCES**  
Write for prices and particulars  
MONTREAL, QUE. OTTAWA, ONT.  
322 Notre Dame St. E. 49 Anglesea Square

**MOOSE JAW**

**BUNNELL & LINDSAY**  
MOOSE JAW

(The largest city in Saskatchewan)  
General Forwarding and Storage Agents.  
Large track warehouse accommodation.  
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

**ELSON & WHITLOCK**  
MOOSE JAW, SASK.

Manufacturers' Agents and Commission Merchants  
Wholesale Fruits and Produce  
Large Track Warehouse Accommodation  
Correspondence Solicited

**THE MOOSE JAW FRUIT AND PRODUCE CO.**

J. J. McLean Prop.  
Manufacturers' Agents and Wholesale Commission Merchants  
Storage, Forwarding and Transfer Agents  
Office, Fairford St. and Third Ave.  
Tel. 359 Box 793 MOOSE JAW, SASK

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**

MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

**REGINA.**

**G. C. WARREN**

Box 1036, - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**TORONTO.**

Wishing Everybody a  
Prosperous New Year

LOOK WHERE THE SUN SHINES  
FOR 1908

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

**TAPIOCAS**

Medium and Seed Pearl.  
Patna Rice 224 lb bags.

All on Spot.

**Anderson, Powis & Co.**

Agents

15 Wellington Street East, Toronto

**W. G. A. LAMBE & CO.**

Toronto

Grocery Brokers and Agents.

Established 1885.

**MacLAREN IMPERIAL CHEESE CO.**

Limited

AGENCY DEPARTMENT.

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers

29 Melinda St., Toronto

**Many Good Lines Lie Dormant**

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.  
Special Attention to Advertising

(Continued on page 4.)

## TWO WAYS of making money selling cigars

### The First

Selling cheap goods  
with a long profit—  
(You won't sell many)

### The Second

Selling a good line with  
a reasonable profit—  
(You'll sell lots)

The "second way" is the better—Sure profits and increasing trade.

If you decide on the "second way" you'll have to have our

## "ANCHOR CIGAR"

The best 5c. straight on the market—and there's more profit than some other 5c. lines.

Send us your orders.

# EBY-BLAIN, LIMITED

WHOLESALE GROCERS TORONTO

# GOING AHEAD

The continued increase in the sales of Blue Ribbon Tea have necessitated our opening up a packing establishment at 266 St. Paul St., Montreal, at the first of the year, where we shall be pleased to welcome all customers to that city, likewise we shall be delighted to meet all our friends as usual in Toronto, at Nos. 8-10 Adelaide St. West.

We take this opportunity of wishing all our friends the Compliments of the Season and remain, Yours truly,

The Blue Ribbon Tea Co., Limited  
Toronto



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East, Toronto

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and Agents.

CHEESE CO.  
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TORONTO, ONT.  
to Advertising

on page 4.)

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

**THOS. B. GREENING & CO.**  
TORONTO  
Consignees direct from primary markets, and distributors of  
**GREEN COFFEE**  
Our samples will invariably indicate current market value.

WINNIPEG.

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

**GROCERY BROKERS**  
WINNIPEG, MAN.  
**CARMAN-ESCOTT CO., Est. 1887**  
Office and Warehouse: 141 Bannatyne Ave.  
Correspondence Solicited.

**S. C. RICHARDS**  
Wholesale Commission Merchant and Broker  
354 Main St., WINNIPEG, Man.  
Correspondence Solicited

**STRANG BROTHERS**  
Commission Brokers and Manufacturers' Agents  
233 Fort Street, Winnipeg  
Correspondence Solicited

**M. B. STEELE**  
Wholesale Commission Merchant and Broker  
WINNIPEG, MAN.  
Correspondence Solicited Highest References

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

Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention Canadian Grocer.

**Do You Want to Buy**

**A BOILER, ENGINE OR MACHINERY?**

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

**CANADIAN MACHINERY**  
TORONTO MONTREAL

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

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

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

**TOOTH'S EXTRACT OF MEAT CO.,**  
12 Duke Street, London Bridge, S.E.  
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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

...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, educational and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

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

**BASKETS**

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

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

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

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

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application  
**FRANK H. BARNARD, PRINTER**  
246 Spadina Ave. Telephone Main 6357, Toronto.

**DON'T WHINE!**

When Collections are Slow

Send them to

**The Beardwood Agency**  
313 New York Life Bldg.  
MONTREAL

**AND WE WILL GET THE MONEY FOR YOU**

**BOY WANTED**

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.  
Profits right from the start, and Prizes.  
No money required to begin.  
We will mail to you FREE 5 copies of our publication.  
These can be sold and will provide the capital for the next week's supply.  
The work is easy.  
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**  
10 Front Street East, TORONTO, CANADA

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S.A.**

Business Cards, Bill-  
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**PRINTER**  
in 6357, Toronto.

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**Company**  
ONTO, CANADA



**Cheap goods at any price are  
not what you want as a  
reputation builder.**

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

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

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

# QUAKER CANNED GOODS

Packed by  
**The Bloomfield Packing Co.**  
at Bloomfield, Ont.

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# THE TEA THAT "QUALITY" MADE FAMOUS

Sixteen years ago the first pound of "SALADA" Tea was offered to the public. **QUALITY** was the **FOUNDATION**.

A reputation for reliability, the securing of the public confidence, account for the extraordinary fact that "SALADA" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years—a fact which proves that the public don't care for imitations, they don't care for fake goods—they want "SALADA" evidence.

Are you giving it to them?

We will be pleased to hear from you.

"SALADA" Toronto or Montreal

These Two Packages Represent the Growth of "SALADA" Sales in Sixteen Years.



1892



1907

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

# 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



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.

R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.

J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.

H. S. Daly, Agent, St John, N. B.

J. F. Mowat & Co., Agents, Vancouver, B. C.

### Molasses

Extra Choice Porto Rico  
Lion  
Fancy Trinidad  
Fancy Barbados  
Open Kettle Circle 6  
Open Kettle Circle 7  
No. 5 Special  
Extra Choice Porto Rico  
Beaver

### Molasses

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

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

#### Gingerbread Brand Molasses—

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

#### Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

#### Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarteret.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Green'ng.	Hamilton.	G. H. Gillespie,	London.
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Tees & Peerse.	Edmonton.	Wilson & McIntosh,	Vancouver.

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

**The Welcome Soap Co.**

Limited

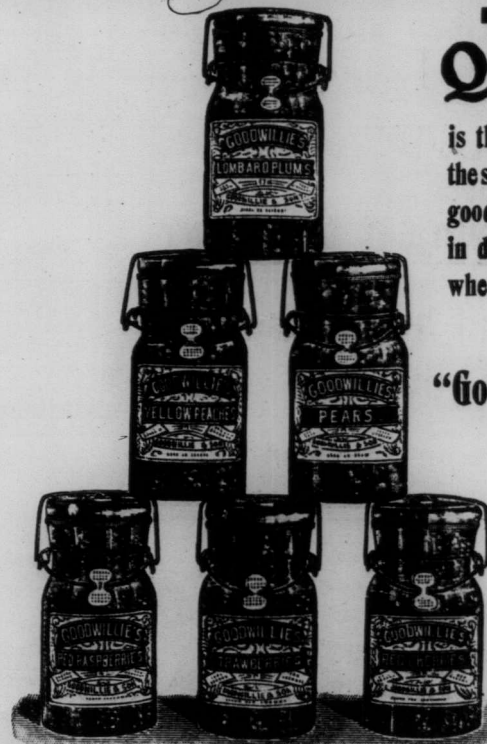
St John, - N.B.

## Quality

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

“Goodwillie’s”

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



**ROSE & LAFLAMME**

AGENTS

Montreal

Toronto

# NEW YEAR'S GREETINGS

To **Canadian Grocers** and those  
in the **Tea Trade** as well as  
**Our Other Friends**, we  
heartily wish a very  
prosperous

## 1908

May your business

## LEAP

forward with the

## YEAR

**THOMAS J. LIPTON,**

75 Front St. East, - - - TORONTO.

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THE BEST  
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FRUITS in  
GLASS.

**We Believe**

we have the finest values in

**COFFEES**

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

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

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

**Manufacturers!**

Do you want your goods

**Sold in British Columbia?**

If so, write the up-to-date Brokers,

**The Standard Brokerage Co., Limited**

ARTHUR NELSON, Manager.

144 Water Street

**VANCOUVER, B.C.**

Bonded and other Warehouse Facilities.

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# Open the door to Success

by starting the New Year in handling only goods of assured merit—goods that are known the country over as **quality goods**—goods that satisfy the most exacting tastes. Greig's White Swan Coffees, Spices, Baking Powder, Jelly Powders, Extracts, Coconut, Flaked Wheat, Rolled Oats, Buckwheat Flour, Graham Flour, Whole Wheat Flour, Gluten Flour, Wheat Kernels, Pancake Flour, are all lines that are pre-eminent in the **quality class**. Their goodness is such that your patrons want more. Your profit, too, is attractive.

Start the year right and open the door to success by selling



## GREIG'S White Swan BRAND

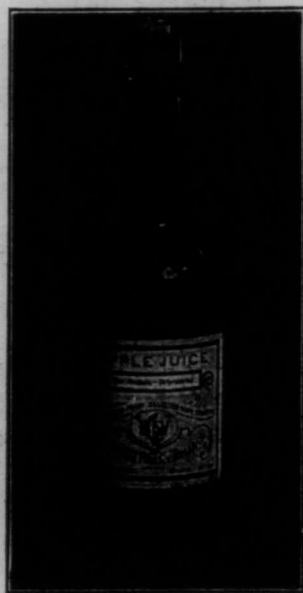
### A Chance to Make Money

Every grocer who wants a really fast selling specialty should enquire about our

### PURE APPLE JUICE

It really is a winner. It is absolutely pure juice from delicious ripe apples.

We also have other lines worth your attention. Why not write us today?



The Belleville Fruit and Vinegar Co.  
LIMITED  
BELLEVILLE . . . ONTARIO



### "Pride of Canada"

Never yet has there been a question as to the quality of **Pride of Canada** Maple Syrups and Maple Sugar.

That this brand is a market leader is an undisputed fact.

Everywhere quality is recognized you will find **Pride of Canada** Maple goods sold. Grocers find profits good and the line such as satisfies customers.

IT PAYS

Maple Tree Producers  
Association

WATERLOO, - P.Q.



# STARCH

is a peculiar thing—that is, ordinary laundry starch. Sometimes it does what is expected of it, but oftener it does not. That's what makes it extremely easy for you to make money by pushing

# IVORINE

It is a brand of laundry starch which may always be relied upon. You may tell your customers this with the knowledge that they will find such a claim to be absolutely true.

Why not look into the matter?

**ST. LAWRENCE STARCH CO.**  
LIMITED  
PORT CREDIT, ONT.



A pickle that has stood the test throughout all the years, from the beginning to the close of the present year is

## STERLING BRAND PICKLES

Each year has added to the substantial popularity of these famed Canadian-made pickles. We look back on the year's business without a regret, just determined to do even a little better in the new year that is soon to be ushered in.

Buy these famous pickles through your jobber or order direct from the manufacturer.

**The T. A. LYTLE CO.**  
Limited  
124-128 Richmond St. West, Toronto.

## "Non-Pareil Oil"

Highly Recommended by  
**Leading Bakers and  
Confectioners**

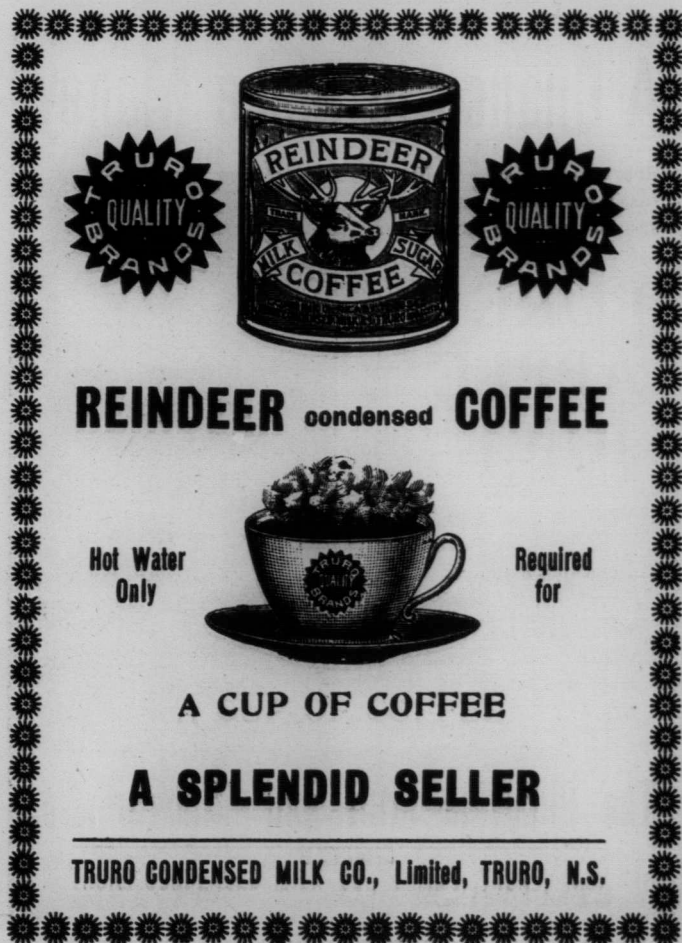
**The most Economical  
and Satisfactory Oil**

**Kentucky Refining Co.,**  
Incorporated  
Louisville, Ky.

**J. M. BRAYLEY, Manager Montreal Branch,**  
322 East Notre Dame Street,  
**MONTREAL**

Samples and prices on application.

Phone Main 3938.



**REINDEER condensed COFFEE**

Hot Water  
Only



Required  
for

A CUP OF COFFEE

**A SPLENDID SELLER**

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

“O.K.”  
REGISTERED.

# England's Foremost Fruit Sauce

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

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

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

## \$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

*Geo. Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone. Main 6265

**GEO. MASON & CO., LTD.,**

LONDON, Eng.

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

THE CANADIAN GROCER

# Seeded Raisins

Californias — Nonpareil Brand — Price Right

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

# EMPIRE SALT

*The Salt  
that's all Salt*

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

**Satisfaction Guaranteed**

## EMPIRE SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

**SARNIA, ONT.**

We Wish Our Many Customers and Friends

A

**Happy and Prosperous  
New Year.**

May you sell more goods for us and enjoy more profit  
for yourselves during 1908 than ever before.

**J. N. WARMINTON,**  
MONTREAL 43 Scott St., TORONTO

—BUY—

## Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



## There is a Demand for Purity !

Nowadays people want pure food. They hate the thought of eating Jams or Jellies which are produced in the ordinary kind of jam factory. Consequently

# E.D.S. Brand Jams and Jellies



is a phenomenal seller, for the simple reason that you can prove to the buyer beyond the shadow of a doubt, that it is absolutely pure. The unexampled deliciousness of the E.D.S. Flavor is brought about by pure materials and clean methods.

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

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

### WRITE US

if you do not yet know about

## Bee Brand Jelly Powder

You cannot afford to begin the New Year without a stock upon your shelves.

**SNOWDON, FORBES & CO.,**

*Makers*

449 St. Paul Street, - **MONTREAL**



### JUST ARRIVED

First car of Seville Bitter Oranges to make

## WAGSTAFFE'S

**PURE  
ORANGE  
MARMALADE**

Ready for delivery about January 7th

SEE YOUR WHOLESALER.

**Wagstaffe Limited**

**PURE FRUIT PRESERVERS  
HAMILTON, CANADA**

E. NICHOLSON  
 CODES  
 A.B.C. 4<sup>th</sup> & 5<sup>th</sup> Edition  
 WESTERN UNION  
 ARMSBYS 1901

D. H. BAIN  
 CABLE ADDRESS  
 NICHOLSON, WINNIPEG  
 CALGARY  
 EDMONTON

BANNATYNE AVE. EAST  
 TRANSFER TRACK  
 EDMONTON BRANCH: NICHOLSON & BAIN  
 CALGARY BRANCH: NICHOLSON & BAIN

*Winnipeg, Man.*

# Rolled Oats and Oat Feed

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

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

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

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

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

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

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

# Butter Fruit

The best is always satisfactory.  
We handle Butter, Cheese, Eggs,  
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission  
we get best possible price and  
make prompt returns.

Write us to-day.

**NICKERSON & HART,  
HALIFAX, N. S.**

P. O. BOX 352



You are careful as to the source of  
the ice which is put into your drink-  
ing water, but are you sure that the  
ice which is put into your oysters,  
en route, is pure? Why not be on  
the safe side and use the whole-  
some, appetizing

### SEALSHIPT OYSTERS

They never come in contact with  
ice, but are enclosed in a sanitary  
case of clean, shining steel which  
is sealed and surrounded by ice in  
a Sealshipt Patent Carrier.

FOR FULL PARTICULARS, ADDRESS

**National Oyster Carrier Co., Kenosha, Wis.**

Affiliated oyster shippers in all the great oyster districts.



We Wish  
**Our Customers**  
one and all a  
**Very Happy and  
Prosperous New Year**

**Stevens-Hepner Company**  
Limited  
Port Elgin, Ontario

# 1908 Begin it Well

To succeed in your business  
this year you must be able  
to satisfy your customers at  
all times

You can only do this if you  
are served by a wholesale  
house with facilities for  
supplying you with the best  
groceries at all times. De-  
liveries must be prompt and  
complete, and prices right.

*We can serve you to  
your entire satisfaction.*

SEND US A TRIAL ORDER.

**S. J. CARTER & CO.**  
WHOLESALE GROCERS  
58 MCGILL ST., MONTREAL

THE CANADIAN GROCER

TO ALL OUR CUSTOMERS AND FRIENDS WE WISH  
**A HAPPY AND PROSPEROUS NEW YEAR**

May success be yours in 1908 in greater measure than ever before.

**S. H. EWING & SONS**

96-104 King St., Montreal

Phones Bell Main 65 and 155

20½ Front St. E., Toronto

Phone Main 3171

*Profitable Goods*

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

THE OZO CO., LIMITED  
MONTREAL

**TEA;**  
Its History and Mystery

BY  
JOSEPH M. WALSH  
*A Great Tea Expert*

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

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1. Early History.
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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
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**SHOE BOILS**

Are Hard to Cure,  
yet

**ABSORBINE**

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6-C Free.  
**ABSORBINE, JR.** for mankind, \$1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain

W. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass  
Canadian Agents: LYMAN BROS & CO., Montreal.

## Begin 1908 Well

Make the resolution that your confectionery department will be the best in your town. It is a profitable department.

**Pernot's Biscuits** are the superior of all high class lines in Canada, and are profitable. They will do much to assist you in your endeavor.

Prices and samples on request.

### Leon Fontanel & Co.

4-6 St. James St., MONTREAL

20 Rue Reaumur, Paris (France)

STOCK THE BEST.

# "KIT"

## COFFEE

IS  
BEST in QUALITY  
SMARTEST in FINISH  
KEENEST in PRICE

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

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

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



## The Best Selling Brand

Of Canned Goods is naturally that brand which never disappoints. No one would think of asking a second time for a brand which had proved unsatisfactory on the first purchase. That's the reason why you should stock only

# Burlington Brand

## Canned Fruits and Vegetables

It is the brand for the staying trade. Every can is an effective advertisement of Burlington quality. So much so, in fact, that it brings in the much to be desired repeat orders, which come as regularly as clock tick.

### The Burlington Canning Co., Limited Burlington, Ont.

# We Have No Fear

of the pure food inspector. On the contrary, we welcome his advent, because with every visit of an inspector to our factory it is again demonstrated that

## Old Homestead Brand Canned Fruits and Vegetables is Peerless for Perfect Purity

Purity and the perfect preservation of natural fruits and vegetables in all their deliciousness, are the corner stones of our outstanding success. When you sell a customer a can of Old Homestead Brand you may rest assured that his satisfaction with his purchase will be complete.

Why not handle the purest and best brand of Canned Goods? It cannot help but pay you. Your jobber is always prepared to ship Old Homestead Brand.

**The Old Homestead Canning Co.**  
**Picton, Ontario**

# “Essex” Reputation!



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

—Essex Apple Butter

—Essex Apple Jellies

—Essex Tomato Ketchup

—Essex Superior Jams

—Essex Pork and Beans

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

**The Essex Canning and Preserving Co. Ltd.**

FACTORY AT ESSEX, ONT.

28 Wellington Street E., TORONTO, Can.

THE CANADIAN GROCER

Dealers are requested to write for special free deal.



## White Moss

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

**The Canadian Cocoanut Co.** 618-619 LaGauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS

WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN

KINGSTON, ONT.—W. H. DALBY.



*SURPRISINGLY SUSTAINING*

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

## There Isn't The Slightest Doubt

of the fact, it is being proven day by day, that

# 2 in 1

## SHOE POLISH



is the best shoe polish made. 2 in 1 hasn't any leather destroying acids in it. Instead of destroying shoe leather after the manner of ordinary shoe polish, it preserves it. There certainly are strong reasons behind the public faith in 2 in 1.

## The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

## DO YOU PUT UP

<b>Meats</b>	<b>Baking Powder</b>
<b>Lard</b>	<b>Coffee</b>
<b>Syrups</b>	<b>Spices</b>

If you are a manufacturer or packer of these lines we can do business together.

You require first-class cans of every size and description; the kind that will give you satisfaction. You want them well made, and you want them **when you want them**.

*We can supply you.*

*Write us.*

## ACME CAN WORKS

Montreal

## THE BEST FOR ALL

At this season particularly our wishes are the best for all, and with you during the coming year, you can do no better than handle the best for everybody.

# "James' Dome" Blacklead

is the best Stove Polish you can handle, and every time you get a customer to use it you please him.

Wishing you a Bright, Prosperous Year.

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



THE CANADIAN GROCER

# Tartan BRAND

SIGN OF PURITY

## Twenty-Fifth Annual Tea Sale

Bargains in every line. Our travellers have some good ones. Write or Phone for samples.

No. 596 Free to Buyers.

# BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

## QUAKER SALMON

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

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

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

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



**Mathewson's Sons**

202 MCGILL STREET, - MONTREAL  
ESTABLISHED 1834

## Every Cent Counts

Every cent saved in your buying during 1908 will make you so much better off than last year.

You can save not only cents but many dollars by buying our

## MATCHES

"Togo" and "Laurier" brands are unequalled in quality and show a larger profit than any other brand.

**The Improved Match Co.,**

*Limited*

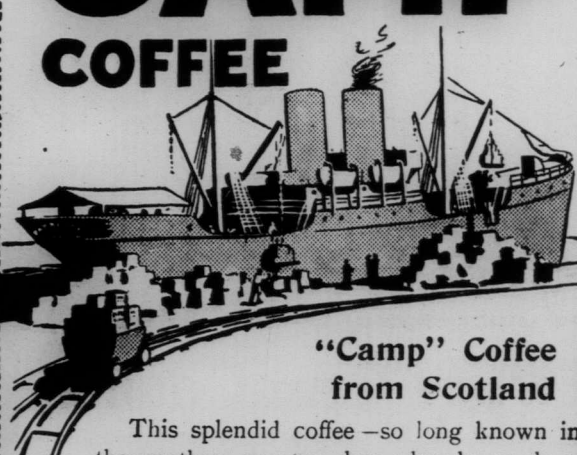
Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

# A Happy and Prosperous New Year To All.

THE DAVIDSON & HAY, LIMITED  
TORONTO

**'CAMP'  
COFFEE**



**"Camp" Coffee  
from Scotland**

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—  
R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

**AGENTS — ROSE & LAFLAMME, MONTREAL**

**Don't Experiment**  
with other foods said to be the same as or better than  
**Molassine Meal**

No other food can prove that its use keeps Horses, Cattle, Pigs and Poultry in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

**ANDREW WATSON**  
Telephone Main 4409 91 Place d'Youville, MONTREAL



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,  
½ dozen in crate.  
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.  
Sold by all Sale Dealers

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

# JAPAN TEAS

"stand on their own merits; no country in the world can produce teas of such excellent quality, being the purest and healthiest beverages."

**SHAW T. NISHIMURA, Sole Agent.**

Japan Consolidated Tea Co.    Japan Tea Firing Co.    Ito's Tea Firing Dept.    Nakamura's Tea Firing Dept.    Fuji Company

55 St. Francois Xavier Street, Montreal

THE CANADIAN GROCER

# LEA'S

The Pickle with the  
Home-Made  
Flavor

PACKED BY

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

## PRUNES

## PRUNES

Just passed into stock a large shipment **Oregon Prunes—Raven Brand (new fruit)**, all sizes—on which we are offering special inducements for the next ten days—

**WARREN BROS. & CO., Limited**  
TORONTO

Our Wish is  
That Yours May Be  
A Happy and Prosperous New Year

May our past happy relations continue. We feel sure that we have satisfied you in years gone by, as we have always kept our stock complete, and have carried no goods we could not guarantee ourselves. In the future, we will have pleasure in continuing our good service. If you have not yet dealt with us, send in a trial order that we may show you what we can do for you. In your order include a request for our "Signal" Brand Tea. It will please you and win you new customers.

**HUDON & ORSALI, WHOLESALE GROCERS**  
259 St. Paul St., Montreal

Provincial Agents, "QUICK NAPHTHA SOAP"

### Jelly Powders Which Make Jelly!

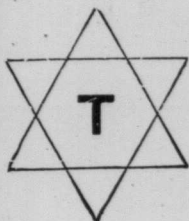
The trouble with some jelly powders is that they won't make real jelly. If you want your customers to be really satisfied, sell them

### Shirriff's Jelly Powders

Their use results in pure, sparkling, delicious jelly.

Imperial Extract Co., 18-22 Church St., Toronto





# SNAPS

To assist our travellers who will commence their trips on Jan. 2nd, we have given them a number of special inducements.

As they cannot see every customer first, we want to remind the trade we are here with a well organized mail order staff, and we pay telephone and telegraph charges on all orders.

**JAMES TURNER & CO., Limited**  
Hamilton, Ont.

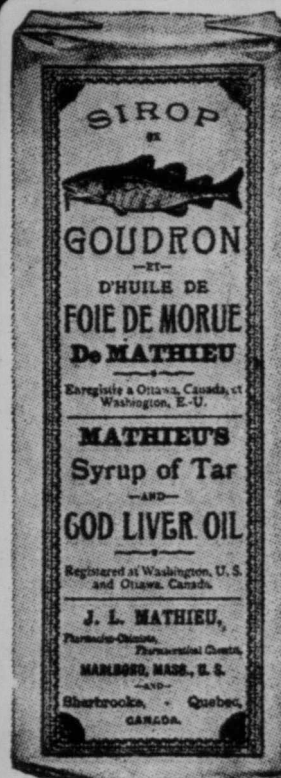
## A Happy New Year to you

May 1908 be the best, most profitable and satisfactory year in the history of your business.

We trust your sales of our maple syrups and sugars may increase appreciably that we may thus in a measure contribute to your success.

**Imperial Syrup Co.**

**MONTREAL.**



WHY YOU SHOULD SELL  
**MATHIEU'S  
SYRUP**  
of Tar and Cod Liver Oil

### Reason No. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup. Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

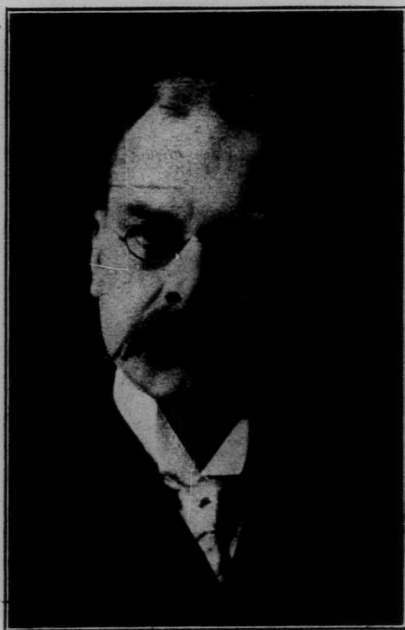
**J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.**

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

# Travelers' Annual Banquet

Wit, Humor and Wisdom From the Speeches at the Big Dinner Last Week—J. E. Ellis, Edward Gurney, J. S. Willison and Others Pay Tribute to the Knights of the Grip—A Very Enjoyable Occasion.

The boys of the old brigade, the fully-fledged and the just-hatched members of that great brotherhood of drummers—more properly speaking, the Canadian Commercial Travelers' Association—



LEWIS A. HOWARD.

were all present at the annual dinner in McConkey's banquet hall on Thursday evening, December 26th, and a jollier crowd than the two hundred and fifty knights of the grip who gathered around the tables it would be hard to find.

With President Lewis A. Howard beaming good humor at the table of honor, were, J. F. Ellis, Edward Gurney, Jas. P. Murray, J. S. Willison, Lieut.-Col. Stoneman, Jos. Oliver, Tom McQuillan, E. Fielding, Robt. Algie, and Geo. West.

The dinner part of the evening was pretty well looked after, but, as the gentleman beside The Grocer representative remarked, "It came too soon after the mighty big dinners everyone ate on Christmas day to be thoroughly enjoyed." However, by half-past nine the turkey and ices had been well disposed of, everyone got settled down comfortably with weeds and pipes going full blast, and through the smoke the speakers of the evening poured out their oratory and words of wisdom.

President Howard set the ball a-rolling by proposing the honored toast to the King, and if His Majesty could have heard the way the big family took up the song in his honor he would have wept tears of joy. Then in a few well-chosen words, indicative of material progress and prosperity, the president followed with the toast to Canada.

A couple of bright musical numbers were well received, and then J. F. Ellis,

who, by the way, is a charter member and one of the original directors of the association, proposed the toast, "Our Manufacturing Interests." Mr. Ellis didn't seem to think he was expected to stick to his text, and wandered off on to a pet theme of his own, which, however, brought out a forcible point. He side-tracked himself onto the question of the evils and dangers of level railroad crossings and pleaded for the help of the members of the association in effecting a remedy. A membership of 22,000 is a big army, said Mr. Ellis. You travelers can do a great work in this matter by watching for the dangerous crossings, bringing them to the notice of your customers, and to the Railway Commission, and educating the people generally to demand adequate provision for safety. Coming back to the toast, Mr. Ellis said that our three chief industries, farming, fishing and manufacturing, go hand in hand and must be equally developed to develop the true



JACK WILDFONG,

Who ran Around Making Things go Smoothly.

wealth of Canada. With these industries prosperous, the country at large will be prosperous. Our manufacturers are beginning to reach out beyond the home markets and this also means success to Canada.

Edward Gurney, in replying, was in a jovial mood. He referred to his early experiences as a traveler, before the days of the association, "A long time back," as some of the boys sang out, and told of some of the things the travelers used to do in those days. Becoming serious, Mr. Gurney outlined the necessary characteristics of a salesman, whom he described as the main factor in business. "He must be a man of good brain, heart, liver, belly, physique," he said, "and with more courage than the most of them. The salesman should honestly represent the man by whom he is employed. This is the essence of his success." Above all, he must "make things git."

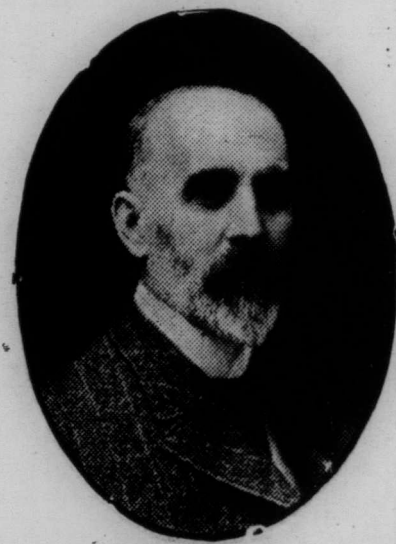
Speaking to the toast, Mr. Gurney immediately climbed to his familiar high-protectionist perch and swatted the Government for its seemingly bad policy toward the local manufacturer. "No agricultural country can be a great country," said Mr. Gurney. "What is going to be Canada's future? In forty years of business in Canada," he continued, with a wave-like motion of his big fist, "no line of business shows such a small percentage of returns as manufacturing."

In conclusion, Mr. Gurney appealed to the travelers to think and act for themselves. He would rather have the co-operation of the travelers, he said, than of any other body in the country. Because no other body was so close to the factors of business. "Think matters out," he said, "come to a reasonable decision, irrespective of party, and then let the people feel ye!"

Everybody felt pretty good after this speech, given in Mr. Gurney's characteristically cool and deliberate manner, and they listened with appreciation while Master Wilfrid Morrison, the boy soprano, climbed on a chair on the raised platform and sang a couple of solos in a particularly pleasing way.

"Tom" McQuillan proposed the next toast, "Wholesale Mercantile Interests," in a bright and brief way, and the three cheers and a tiger which were handed out for him showed what a place the past-president has in the hearts of his brother travelers.

Jas. P. Murray, president of the Toronto Carpet Company, who responded,



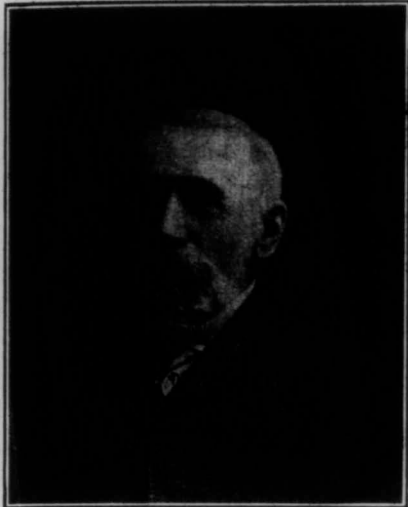
J. S. WILLISON.

said that perhaps if he had stayed longer on the road he might have obtained a better grasp of the gift of gab, and, speaking to the toast, proceeded to tell something of the position of the woollen industry of Canada. Mr. Murray cited

## THE CANADIAN GROCER

a host of facts and figures, touching principally on the disadvantages which Canadian woollen manufacturers have to contend with, and which are placing the industry in a serious position.

After this "Brother" Donald Me-



E. FIELDING.

Gregor, always popular with the travelers, stepped up and sang a couple of stirring songs in a way that brought down the house.

Ex-Alderman Joseph Oliver smiled as if he were perfectly sure of election when he rose to propose the toast, "Our Association," and well he might, for as a past president of the C.T.M.B.A. and for himself he was given a mighty encouraging reception. He modestly and wisely refrained from any reference to municipal politics, and getting down to business at once, made a neat speech, remarking that Mr. Ellis and his associates had built better than they knew when they had organized the association. With the financial status and the number of members the body was now able to boast, it could justly be called a big and growing success.

E. Fielding, the association's financial watchdog, reviewed the growth of the body, in a comprehensive manner, and spoke of the features by which the organization was superior to an insurance company, from a financial standpoint.

Following this came a generous—in point of length—selection by Highland Piper Hay, late of the Black Watch Band, which some of the "boys" liked exceedingly, and some didn't like at all. It all depended on one's bringing up, as more things do than we usually realize. They all were eagerly expectant, however, when Lieut.-Col. Stoneman, one of the old brigade, was called on. The colonel turned his remarks into a recitation taken from "Songs of a Sourdough." To be definite, he told the vivid story of the "Shooting of Dangerous Dan McGrew," and made the "wild-eyed stranger" who pounds the piano, and the "lady that's known as Lou" do their parts in a manner worthy of an Irving. As a response to a more than hearty encore he gave the familiar and

inimitable "How Bill Adams Won the Battle of Waterloo."

Then came the necessary toast to "The Press," proposed by George West, who spoke in an appreciative way of the merits of this influential factor in society.

J. S. Willison, of the News, was there to respond, and he did it jovially and characteristically. But he didn't stick to his text, either, and wandered off into a story of how he began to learn salesmanship as a book agent, and after "falling down" very abruptly, left the business of canvassing for something more congenial. Mr. Willison has a good opinion of the travelers. "I suppose they represent a higher average of intelligence than any other group of men in the country," he said, "and they're just enough mellowed to make 'em fit for companionship." It was pretty risky to tell a story, he thought, because they knew all that ever were, some that were suitable and some that were not. And everybody laughed. Referring briefly to the Press in a manner



BILLY COLVILLE,

Who Responded to the Toast to the Ladies.

that no one could regard as serious, Mr. Willison said that it had its virtues and defects, was sometimes devoted to the interests of the public and sometimes to itself.

W. H. Seyler, manager of The Grocer, spoke on behalf of the Trade Press, which he characterized as the organ of business, and, therefore, a supporter and aid to the traveler. As an old traveler he appreciated the joys and sorrows, principally joys, he said, of the traveler's life, and knew what it meant to be "up against it."

Robert Algie, the father of the "snack," who, as he said, had been "gathered in off the street" that evening, was called on and made a telling speech, reviewing the points of the previous addresses, and emphasizing particularly the fact that travelers should think, act and vote for themselves. In response to a request he gave a selection, also from the popular "Sourdough Songs," "The Cremation of Dan McGee," a humorous tale of the north, in

a manner which was thoroughly appreciated.

Then followed a couple of musical numbers, after which John Charles, with his face even rounder and rosier than usual, and with good humor radiating from every pore, jumped up to propose that always last and inevitable toast, "The Ladies." Why they chose Billy Colville to reply to this The Grocer couldn't guess. In spite of the fact that indications pointed strongly to a probability that he would be leaving Canadian civilization shortly for an extended trip around the world, Billy got up and after gulping down a good deal of water, spoke of the great advantages of married life, the indispensability of the ladies, and, as a grand finale, handed out a lot of good advice to those already married and to those contemplating the happy state.

This, with a vote of thanks to the speakers and entertainers, and cheers for the Association, brought to an end a late and, by the way, one of the finest dinners the members of the Commercial Travelers' Association have ever enjoyed.

### Through the Smoke.

You just ought to have heard those travelers sing. The way they caught on the chorus of the Maple Leaf and two or three of the popular songs made you think of angelic choirs—or something else.

Did you ever notice how many stout travelers there are? It was quite evident at the dinner. And the fatter they get the jollier they seem to be. Look at Billy Anderson and John Charles, for instance.

Billy Colville didn't look a bit as if he wanted to leave his wife and family to go round the world, when he was replying to the toast to the ladies.



JOHN CHARLES.

John Charles noted that they always put the ladies and the press together. We wonder why?

Songs of a Sourdough was pretty well advertised by the two recitations from

## A 1908 WINDOW

its pages. But they were good human stuff, and took well.

Isn't it funny that these travelers who can talk like a streak by the hour when they are selling sugar or dress goods always get cold feet when they try to make a speech?

"And I can well remember my first sale," said Edward Gurney, when speaking of his apprenticeship as a traveler. "We all do," came back in a chorus that rather surprised him. We wonder what Mr. Gurney really did do on that first trip to New York.

Jack Wildfong, whose broad shoulders carried the responsibility of the chairmanship of the general committee, and who was also chairman of the entertainment committee, was here, there and everywhere, applying oil to make the function go smoothly. He deserves a good deal of credit for the success of this year's dinner. Mr. Wildfong wears even a wider smile than usual when he thinks how well things went.

### TRAVELERS' ANNUAL MEETING.

The thirty-fifth annual meeting of the Canadian Travelers' Association was held in St. George's Hall, Toronto, on Friday afternoon last, and was one of the best attended and most enthusiastic meetings in the history of the organization.

The financial statement as presented was most satisfactory, showing a reserve fund of \$576,489, the largest in the association's history. Last year's death claims numbered 72 and \$45,812 was paid to beneficiaries. The membership of the association has now reached 8,531.

Several matters of particular interest to the traveling fraternity were discussed. Regarding the matter of accommodation in local option districts a resolution was passed to the effect that the board ask the government to add to the local option by-law a clause which will provide for the ample accommodation of both man and beast and if not that the by-law be declared null and void. The resolution also asked that an inspector be appointed to see that such accommodation is provided.

Reference was also made to the growth of the Northwest Commercial Travelers' Association, and it was held by several speakers that unless better care was taken of that part of Canada the association had better withdraw.

The president's address referred to the questions of fixing Thanksgiving Day and dates of general elections on Monday or days convenient to travelers and these were heartily endorsed and will be acted upon.

The election of officers resulted as follows: President, Lewis A. Howard, Toronto, re-elected; vice-presidents John Gibson and Robert Gemmell; treasurer, E. Fielding; Toronto directorate, Messrs. S. M. Sterling, J. H. Wildfong, Geo. W. Moore, James G. King, W. J. Nicks, James H. Lumbers, C. J. Tuthill, Harry Ellis and A. C. Rogers; Hamilton vice-presidents, John H. Herring and Robert M. Stuart; directors, Messrs. Arthur F. Hatch, W. H. Dean, E. O. Zimmerman, George McGregor, John Stoneman and P. A. Somerville; Montreal board, vice-president, S. O. Shorey; director, William Cauldwell. Auditors, W. H. Cross and H. Barber.

### Timely Attraction for the New Year Affording Opportunity for Excellent Grocery Display—Good Suggestion From Contemporary Journal.

Here's a suggestion, borrowed from the Modern Grocer, one of our esteemed American contemporaries, which should prove of value to a good many Canadian grocers who want a striking and attractive window for use early in the New Year.

Unfortunately it appears a little late to be used exactly as was intended by the original designer, but it will prove attractive, however, as a reminder to customers, and is novel enough to attract a great deal of attention.

The numerals are built by tacking cartons to a frame in the rear of the window. Care must be taken to get the figures well proportioned and not too small. If the space for each figure is painted or covered with cloth of a dark color and the cartons are light, the effect will be much better.

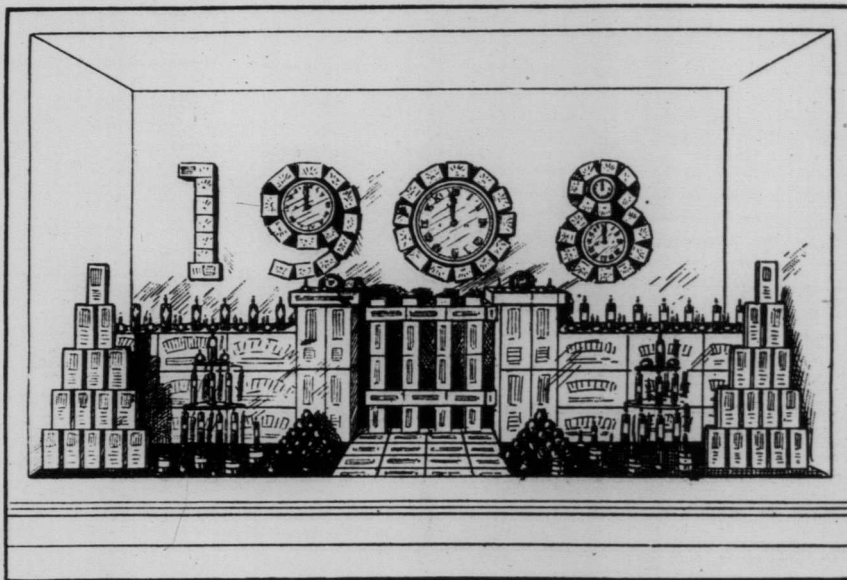
The original idea was, of course, to have the clocks set at a minute to midnight, signifying an approach to the New Year, but since the immediate oc-

any number of plans which may occur to him and may suit his particular ideas.

### ARRANGED FOR "SNACK."

Drummers' Annual Outing in Alton to be Held on July 24th and 25th.

An enthusiastic meeting of the "Snack" Club was held in the King Edward hotel, Toronto, on Saturday, to discuss ways and means for the drummers' annual summer frolic at Alton. Mike Malone occupied the chair, and Vice-president Cecil Hunt made himself evident, as did also Bob Asher, the Toronto secretary. The following worthy upholders of the Snack were present:— From Hamilton, Bay Hill, Geo. Smye, Pete Smith, Court Thompson, Col. Stoneman and Neil Tufford; from Alton, Robt. Algie and Amos Mason, and from Toronto, Bob Keyes, Billy Colville, Geo. Campbell, Billy Meen, Jack Wildfong, John Charles and others.



An Attractive New Year Grocery Window.

casation for this application has passed, the clocks might be omitted without great loss in attractiveness.

The gateway leading to 1908 may be readily made from small cartons, as shown in the engraving, while the wall on either side may be built, say of packages of breakfast food. If perfect security is desired, the cartons composing the gate and the wall should be tacked to a light framework behind.

In the foreground of the window and even on the gateposts and wall, bottled and canned goods may be displayed to great advantage.

The floor or covering of the window should be of dark cloth or paper to secure good results. A few pounds of sand, covering the boarding, to represent earth, would be considerably more realistic. Indeed, the grocer can make the suggestion given here lend itself to

The date for the outing was set for the last Friday and Saturday in July.

The financial report proved exceedingly satisfactory, there being over \$100 to the good above last year's expenses.

Several committees were appointed to carry forward arrangements for this summer's frolic. One is to consider the matter of issuing souvenir programmes similar to last year. The Toronto side of the concert programme was left in the hands of "Brother" Donald McGregor. The Hamilton end is again left in the dark, but it is known that this always turns out most satisfactory. Billy Colville was made chairman of a games committee, and others appointed to prize, printing and publicity committees. Bob Asher and John Charles will look after the matter of badges.

The next meeting will be held in Hamilton early in May.



**THE CANADIAN GROCER**

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Limited

**JOHN BAYNE MACLEAN** - President

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**DO YOU KNOW WHERE YOU STAND?**

This is a question for every grocer to face at the beginning of a year's business: Do you know where you stand financially? Have you any definite statement as to just how much stock you have packed away in the back cellar and in the second storey of the warehouse? Do you know how much this stuff is really worth?

Here is one point where a great many grocers go wrong and get into further trouble. They neglect to take stock. A merchant ought to know at least once a year, and better, every month or every week, just where he stands. Hundreds of the assignments which occur could be avoided if this matter were attended to. Find out what goods you really have on hand and clear it out before you let the travelers load you up with new stock.

And now is the best time of the year to do this work, in January, the slack winter month after the holiday rush is over. The matter is one which cannot be too strongly emphasized.

**SET THE DATES ON MONDAY.**

A matter brought up at the annual meeting of the Canadian Commercial Travelers' Association last week is worthy of consideration by the powers that be. The travelers suggest and will try to arrange that the dates of Thanksgiving Day and of at least general elections be set so as to give them a chance to take advantage of the privileges enjoyed by the "non-drumming" public. The travelers are at home at the end of the week but Monday seems to be the day which would be most satisfactory.

The request seems only a just one. The travelers are away from their homes and families all week and where such an arrangement is possible should be permitted to spend an extra day at home instead of idling at some point on the road. There are now over 22,000 travelers in Canada, a class which is large enough to demand, and to deserve that its requests should receive consideration.

**OUR CHRISTMAS COMPETITIONS.**

Grocers all over the country appear to have taken a great deal of interest in the Christmas window dressing and advertising competitions, which have been talked about in these columns for several weeks. Photographs and sample advertisements have been arriving with more or less regularity for a couple of weeks, but early this week every mail brought large numbers of entries for both competitions, and the matter of judging promises to be no small item.

With the unusual rush incidental to the holiday season it has been found impossible to acknowledge the receipt of each of these entries, but every care has been taken to check each arrival and full justice will be given in every instance. In two or three cases photographs and letters regarding same have not made connection, but every effort is being made to trace these, and it is hoped that they can be straightened out.

In the Window Dressing contest the entries have been chiefly from the smaller towns, showing the popularity with which the idea of dividing the prizes was received. In the Advertisement contest, as was to be expected, the majority of entries were received from city grocers.

The work of judging will be proceeded with at once and the successful contestants will be announced, along with reproductions of the prize-winning windows and advertisements, just as soon as the matter can be satisfactorily arranged.

**THE AMATEUR GROCER.**

"What about the man who starts in the grocery business in a small way and untrained?" we were asked the other day. We answered that such a man ought to be as kindly as possible discouraged. There are too many such grocers in Canada, and they do the legitimate trade a good deal of injury. A farmer, for instance, who has gotten tired of the plough and hay fork, and has a few hundred dollars in the bank, comes into town and starts a grocery. Or a mechanic, say, who has been able to scrape up two or three hundred dollars in the last ten years, knocks the corner out of his house and has the parlor for a store, leaving his wife to run the place while he is at work. Cases such as these are occurring all over Canada every day. Anyone, of course, can run a grocery.

And it is just these people who injure and handicap the best interests of the trade as a whole. They are probably willing to stay open all evening, and thus undermine any early-closing compact. It is this class of people, too, who are most likely to resort to price-cutting. Their expenses are low, wife or daughter tends shop during the day, probably they have no delivery wagon, and consequently they think they can, and they can afford to undersell the larger stores. It is this class, too, who refuse to join and to act with the associations.

It is true that in some cases the business established in this way is successful and grows into larger and better quarters and becomes well established. But in a good many cases the result is very different, and in a few months the business goes into the hands of a receiver and several parties suffer.

Wholesalers very often act commendably when in touch with the beginners of such businesses by discouraging, as far as possible, the opening of a store. And in doing so they perform a service which should be repaid indirectly by their legitimate customers. The matter is one which may be advantageously discussed by grocers' and retailers' associations generally.

It is not the purpose of this article to discourage the man who, with some training, begins a grocery business in a small way, with the purpose of building it up. We merely wish to discriminate against the cases similar to those mentioned above when the business is opened as an incidental, or as a scheme, to add a little more revenue to the family purse.

# Grocery News from Coast to Coast

Items of Interest to the Grocery Trade From Every Part of Canada—Christmas Business Generally the Best for Years—The New Year Promises to Open With a Rush.

## BARRIE.

Two of our local merchants have had during the holiday week a good business drawing card in the way of a guessing contests. One merchant had a large glass confectionery jar filled with small white beans, and the person guessing the nearest number of beans in the jar received a handsome china set and likewise the 2nd, 3rd, and 4th competitor nearest the number. This scheme proved very good for business. The merchant said that his business was doubled by it.

Another confectioner had a large sugar cane in his window, which measured about six feet long by four inches in circumference. The person who again guesses the weight of this cane received the cane free. He also said that it was a great boom to his business.

John Jamieson, Fred Grasley, Wm. Maley, Louis Fraser are some of the grocerymen who spent their Christmas at home here.

The increase in the quantity of oranges that are now brought into Barrie in the last few years is quite noticeable. Where a few years ago one car of fruit was sufficient to go round the different merchants at Xmas time, now at least five times that amount arrived this year, two merchants buying a car apiece. Other fruits seem to arrive in about the same proportion.

## KENTVILLE, N.S.

Three inches of snow on Monday, the 16th, made a week of excellent sleighing and made business brisk. The weather was all one could wish until Monday, the 23rd, when heavy rain fell and took off all the snow. The day before Christmas was mild and wheels were in use, but buyers were out in force. The trade commenced early this season and the merchants were in a position to wait on all customers.

The stores about town have never been so attractive and careful attention was paid to the details of window dressing. The goods on sale, as a rule, were of much better quality than usual, and cash was in good supply. The valley has not felt the tightness of the money market, as good returns have been received for apples and potatoes. The poultry market had a fine display, and the supply was much larger than a year ago. Turkeys retailed at 20c a pound; geese, 18c; chickens, 15c. The appearance of valley poultry is much more attractive than that brought from Ontario, and all classes here demand the best.

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

The merchants have taken a forward step in the town, and with the New Year will close every night, excepting Saturday. This move will be a great help to the clerks, and, it is believed, will be no loss to the employers. This closing will be for January, February and March. Christmas day was like Indian Summer and the lawns as green as in May. It has been so far a most remarkable winter, not a day near zero, and very little snow.

Grocers at Christmas time are paying more attention to keeping a higher grade of confectionery, and are utilizing the advice given by The Grocer from time to time.

Merchants all report a most satisfactory week's business, and are pleased at

and soft weather had prevented many farmers coming to town sooner.

Meat and fowl sold several cents a pound cheaper than last year. Owing to decline in rate of wages, the prices of all lines of provisions have slumped a little this month.

Last year the north shore counties of New Brunswick caught about 2,662 tons of smelts, which sold on the ice at 5 cents a pound, but this winter weather conditions are against the fishermen, and the price is hardly half of that of last year.

Beef and pork were very plentiful in most places this week, and prices went down to 7 and 8 cents by the carcass, for pork, and 6 and 7 cents for beef.

The list of creditors of Samuel Robinson, of Chatham, N.B., dealer in furs and hides, gains daily. His debts are \$20,000 and he took about \$15,000 of goods with him. The Bank of Nova Scotia has a bill of sale. J. B. Snowball Co. and the pulp mills are also heavy creditors and are seeking to have the bill of sale set aside.

George Stables has had his large grocery store rearranged, giving much more show room for his increasing business.

Thomas Maltby, lately employed with Miller Bros., has engaged with Baird & Peters, branch wholesale store here.

F. C. Dennison has on behalf of Baird & Peters, St. John, applied to Campbellton town council for a license to carry on a wholesale grocery there. That will make three wholesale groceries for Campbellton.

The price of milk, seven cents a quart here, has been raised in Chatham to eight cents a quart.

Smelts here continue an extra good catch.

## PERTH.

We hear considerable talk of "hard times," but Perth's turn to experience real difficulty has not yet come. No factories have closed down and the standing ads. in the local papers "Girls Wanted" and "Boys Wanted," have not been withdrawn. It is true that crops in this district have not been up to other years and that some farmers have to buy hay and straw, but what a good thing it is that they have the money to buy these things, with and have still some left for groceries.

Almost all grocers in Perth advertise, not only at Christmas, but also all the year round. In fact, I can think of but

## THE BIGGEST HOLIDAY TRADE.

The following item from our correspondent in Vancouver sums up pretty satisfactorily the local situation:

"When every dealer, wholesale and retail, tells you that the holiday trade has been 'the biggest in their experience in Vancouver, there must be the natural reflection that the financial stringency one hears so much about has had little effect on the Pacific province. And this is strictly true. The attitude of the business public is one of watchfulness, standing ready to meet dull times if they come, but there is nothing in the local condition to warrant anticipation of dull times. Even the temporary close-down of the big smelters and the mines they serve in the Boundary country, has not been a serious matter. The mines and smelters are starting up again and the local difficulty of wage scale is capable of settlement."

the way it was done, as customers did not put off their buying until the last few days.

We have no poor in this section, and our merchants are not cursed by having to give all their profits in gifts to customers, as was the case a few years ago. The prospects for next year look bright and if collections are promptly made 1908 should be all right.

## NEWCASTLE, N.B.

Christmas business last week was (especially on the 24th) the greatest that has been done here for some years. The rush was on the 24th, as bare roads

## THE CANADIAN GROCER

one grocery of any size in Perth which does not advertise regularly.

Christmas trade, as far as groceries go, has, I think, been up to former years. Most grocers speak of business being just as good as last year, and as there are two new groceries in town this is a pretty good showing.

Perth has many pretty grocery windows. All the grocers seem to realize that window advertising pays and so make use of their windows to display and sell groceries. I hardly think any of them can, like your Toronto grocer, trace \$400 to a single window, but I think every one of them have had people ask for a bottle of stuffed olives like those in the window, or a dozen of those oranges in the window.

Early closing has a pretty firm hold here. Though there is no by-law, most of the stores close Monday, Wednesday and Friday at 6 p.m. Formerly the month of December was excepted, but last year we had early closing till the 15th of the month, and this year we have early closing between Christmas and New Year's, so that Perth stores are open every evening only ten days in the year.

### PETERBOROUGH.

There is a by-law in Peterborough to the effect that merchants and others living within a prescribed area must keep the pavement in front of their premises entirely free from snow. The enforcement of the by-law is proving a hard task for the Chief of Police. Some of the merchants believe that the walking is better when an inch or two of snow is left on the sidewalk and appear to be ruled by their own opinion and not by the by-law. There is considerable discussion over the matter and in some quarters the City Council is being censured for passing such a law. The police were kept busy warning merchants after the recent snow storm.

One of the most popular local grocery clerks is Fred. Walker, who is now employed with R. A. Dutton, George St. It was just thirteen years ago last Saturday since Mr. Walker sailed from England for Canada and he has always been connected with the grocery business since coming here. Mr. Walker is quite pleased with Canada—and Peterborough.

### STRATFORD.

The merry Christmastide has come and gone, and everybody is happy, and the smile of contentment is seen on the faces of almost all the merchants of this banner city. "The best Christmas in eight years" was the statement of a prominent merchant to The Grocer representative the other day when asked in regard to the Christmas trade. And it has been a busy season. Immense crowds have been flocking the city streets during the week just closed, chiefly visitors from the outside surrounding points, and the purchases of

the citizens were far outnumbered by those of the visitors.

From all appearances there did not seem to be very much of a money stringency; in fact the purses seemed to be fat ones and the purse strings loose. But, as another merchant remarked, "the people this year are not buying so many frivolities. They are purchasing more substantial goods and the class of goods that are not only suitable, but useful." And such was the case, generally speaking.

The reports of sickness in the city (smallpox) which have been circulated throughout the county, have to a certain extent injured the trade of local merchants, but during the days just previous to Christmas, there was no indication of any depression in business, as store after store along the main streets was crowded with buyers. The immense market on Saturday brought out a large crowd of people from the surrounding districts and every township in the county had representatives in the city who were all gathered together for one common purpose—that of purchasing Christmas gifts for their friends and relatives, such as could not be secured at the smaller population centres.

There was a great variety of dainty Christmas windows this year, more so than in other years, as your correspondent was told, and certainly they were of a bright, cheery nature. Many women put off their Christmas shopping to the very last day. They cannot make up their minds what to buy, what to give to their many friends, and they delay, procrastinate, forgetting that the longer they delay the more difficult it will be to get what they really want. However, the merchants did their share to help everybody to decide what they wanted. The grocers of the city were not slow to touch up their Christmas windows and give them the proper spirit. The Christmas shopper has recourse to the advertising columns of the daily paper, and it is on the data found there, in ninety-nine cases out of a hundred, that the list of holiday buying is founded. One of the other best mediums is the catchy Christmas window.

Perhaps nowhere could one find a more complete and attractive window than that of the Barnsdale Trading Co. It was a good one. It is understood that this window was entered in The Grocer's Christmas window competition, and certainly if the judge was to visit Stratford and see it with his own eyes he would surely award the prize to Mr. Williamson, the popular manager of the company.

W. J. Norfolk, proprietor of the "Clean Grocery" also had a spiff window for Christmas, and many a pedestrian passing by stopped to take notice and no doubt walked in and made a purchase. It contained a splendid assortment of goods necessary for Christmas.

McCully & Haugh, Beattie & Co. R. L. Jones and other grocers also had

sprightly and very attractive Christmas windows.

The Christmas market here last Saturday, Dec. 21, was a very large one, being largely attended by both sellers and buyers. The sellers commenced to arrive very early in the morning and soon the whole market area was jammed. The sellers were lined on both sides of the "midway" and also along both ends, while another long string circled the city hall. Everybody was happy. There was produce galore, chiefly fowl. Every rig, or almost every one, contained several fowl. Turkeys, as might be expected, were very numerous. Geese, chickens and ducks were also in abundance. The quality was also of the very best, nice plump birds.

### SASKATOON.

A new grocery store has been opened on Avenue C by Mr. Creighton. It is also intended to add a poultry and meat department.

The Heagle Cigar Co. have moved their plant from Twentieth Street to premises on Avenue F.

A. Poole has sold his bakery business to Mr. Booth. This is the second business Mr. Booth has bought recently, but will still make his headquarters on Second Avenue.

A wagon load of big game attracted considerable attention on the streets a few days ago. This was the result of an expedition of a few local men to the woods north of Prince Albert. Two moose, two deer and an elk were secured.

The Saskatoon Flour and Milling Co. will extend their premises in the near future, and already a new boiler and stack has arrived.

It is now definitely known that the C.N.R. will build a station and freight sheds here next year.

Santa Claus appeared in a good many of the store windows during last week, amongst the Christmas decorations, to the delight of the young folks especially, but several times it was noticed that the sidewalk in front of Cairn's was crowded with grown-ups, who were anxious to renew their acquaintance with the old fellow who sat within, enjoying himself in a rocking chair.

A good deal of enterprise was shown during the holidays as regards window dressing in all lines, and several neatly trimmed windows were to be seen. During the last day or two, however, frost on the windows marred the effect from an outside point of view, but inside was all hurry and bustle, especially with grocers and dry goods men up to a late hour on Tuesday night. Many who could not come earlier did their shopping that night and shelves are now considerably lighter. There was a good trade done in poultry, with which many of the dealers were well stocked. Turkeys sold from 18c. to 23c., geese 16c.

to 20c., ducks 15c. to 18c., and chickens 12c. to 15c. There was a liberal supply of fruit on the market for the Christmas trade, and taking things all round a good business was done by the grocers. It is to be expected that trade will be quiet for the next month or two but that will give merchants time to take stock and put in a fresh supply of goods for the spring.

The first freight train to come in over the Grand Trunk Pacific lines pulled into Saskatoon last week. The train consisted of sixteen cars of wheat from different points along their route in this vicinity. Although the Grand Trunk is not yet in operation, an effort has been made to relieve the farmers of their wheat in the districts through which the new system passes. The wheat will be handed over to the Canadian Northern here for shipment to the east. It is the intention of the company to meet the requirements wherever possible, of the points within their reach, until the regular service commences next year. Both the Grand Trunk and the Canadian Pacific, although not nearly complete, are putting forth some effort to relieve the wheat situation in the districts through which they run. One of the towns greatly in need of relief was Asquith, on the C.P.R., where wheat had been collecting for some time, awaiting the arrival of cars. When a dozen cars arrived last week to relieve the elevators, they were pounced on by eager farmers, who were anxiously waiting to dispose of their wheat. In several districts the elevators are still full, notwithstanding the relief which has come, but it is gratifying to see that the railways are getting a move on for the disposing of the crops means everything to the west. If the farmer is given his money he will be in a position not only to settle old scores, but to purchase the necessary equipment and materials for the coming season.

The seed fair held here on the 9th inst. was very successful in every respect. There was a list of exhibits more than doubling in number those of last year, and a good turnout of men, who showed great interest in the competition and discussions which followed.

F. Holmes has added a flour and feed department to his grocery and hardware business.

Barber & Smith's butcher shop was broken into and a quantity of butter stolen. The thieves gained entrance by picking the lock on the back door.

In the Prince Albert Council for next year is one general merchant and one flour and feed merchant. There is plenty of scope for them to work during the coming year as a good many matters will come up for discussion and settlement.

At a recent meeting of the Agricultural Society at Prince Albert, the question of establishing a market was discussed. The following resolution was moved and carried unanimously: "Resolved that in the opinion of this meeting of the Prince Albert Agricultural Society, the time has arrived when a public market, centrally located in the

city of Prince Albert, is necessary for the development of the city and district, and that the city council is respectfully requested to take steps toward the immediate establishment of such a market." This is a matter for the new council to take up and if they have the interests of the community at heart, as they undoubtedly have, steps will be taken for locating a market where produce can be bought and sold.

GALT.

Christmas has come and gone, and the Galt merchants are well satisfied with the season's business. They are quite willing to admit that business has not been quite up to former years, owing to the financial depression during the last two months of the year, but they are not making the fact a public issue. If one should go into any store in Galt and ask how business had been, each and every business man would reply that he had no reason to complain. The Galt business men recognize the fact that making a long face and complaining does more to injure business than anything else. If the public can be made to believe that business is good and that there is no financial stringency there would be an end to the present depression, as men in authority, thinking men, have come to realize the fact that in reality there is no stringency.

Oliver Chapman, a former member of the staff of Sloan's grocery, now studying for the Baptist ministry, preached in the local Baptist church on Sunday last, and his many friends were pleased to note his rapid progress.

Deans & Walker had two very prettily decorated Christmas windows.

A local grocer is not inclined to agree with the remarks of your Guelph correspondent to the effect that the giving of calendars at Christmas time is both troublesome and detrimental to business. "There is," he said, "not the slightest doubt that one and all of us like to be remembered at the Christmas season. If I get out a neat little calendar and present it to my customers, does it not signify my personal appreciation of their patronage, and the fact that I wish for a continuance of the same? And, even though it be only a calendar you can be assured that it is appreciated and the receiver is pleased with the fact that his patronage is appreciated. I am quite willing to admit that it is rather troublesome, but who will say that the effort is not worth the recompense? Not one grocer in every ten."

The business in Galt is enjoying its yearly week of rest from the importunings of the traveler. The week between Christmas and New Year's has generally become to be known as the week wherein the man with the grip fades into oblivion, and it goes hard with the drummer who has the audacity to intrude his presence during this week of retirement.

Acting on the advice of the Chief of Police the majority of Galt business men leave a light burning in the rear of their store all night. In this manner the work of the night officers is greatly fa-

cilitated, as they can command a view of the interior of the entire store.

Owing to the many requests made on behalf of charity for poor families, the retail merchants have decided on a scheme, which, it is hoped, will eliminate this almost necessary evil. The merchants do not object to giving, but their objection is based on the fact that the merchants, and the merchants only, are asked to contribute, while the citizens at large are never approached. The association intends to have each merchant set aside each year a certain sum for charity. This sum will be lumped together and will be distributed by a committee of members of the association, who will look into the merits of each case.

VANCOUVER.

On the coast the situation is absolutely the same as it is every year at this time. The mills have nearly all closed down for a few weeks, for the annual overhaul. The logging camps always do shut down for the holiday season, so that the shut down of the mills is not the direct cause of cessation of work in the woods. To hear the confident tone adopted by the lumbermen, there is no fear of dullness in their line next season.

In building lines the expansion continues and there is as much work as ever under way and projected. In railway building there is considerable prospect of unwonted activity next season. One line alone, the electric tram from New Westminster, 60 miles up the Fraser valley, is bound to have a strong effect on local conditions, opening as it does a magnificent rural district which has been sparsely settled heretofore. In all parts of the province agricultural and horticultural interests are going ahead very rapidly. An entire change in conditions as to farm products is marked by the developments of the past two seasons, and the beginning only has been made.

Flour prices have again been dropped back 20c. to \$7 per bbl. for leading brands.

In provisions there is some shading of prices on hams, which are quoted all the way from 15 to 17½c. Bacon is 18½ to 20½c.

Butter stocks show slight variation, nothing coming forward from eastern sources at present. Local fresh butter is in small supply. There is a considerable quantity of Australian creamery on the market. A large consignment arrived by the S.S. Moana to-day. The price of this will be: Local creamery, fresh, quoted at 40c.; local dairy, 35c.; eastern creamery, 30 and 32c. Eggs are easier in local circles, as some supplies of fresh ranch eggs have come in. They are now quoted at 45c. wholesale, a decline of 5c. Case eggs still run from 27 to 32c.

Local apples continue in large supply. The poorer qualities are hardly quotable, as they sell for whatever they will bring. There is a considerable quantity of good stock, however, which is bringing from \$1 to \$1.75 per box. Japan oranges are a leader yet, though no more will arrive until after Christmas. They are selling down to 45c per box, with 50c for an average. Very good California oranges are coming in now, a car of particularly choice ones hav-

## THE CANADIAN GROCER

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ing been distributed this week. They are better colored and matured than early shipments. They are selling well for the Christmas trade. The price is \$3.25 to \$3.75 per box. Grape fruit is 50c cheaper this week, being quoted at \$4.50 per box. Lemons are now \$5.50 and \$6 per case. There are some local cranberries selling at 8c per lb. Eastern cranberries are \$12.50 to \$13.50 per barrel.

A few hot-house tomatoes are being received, but the price is high, \$2.25 and \$2.50 per box. Lettuce is plentiful, both from Burnaby and Victoria, at \$1 per crate. Ashcroft potatoes, \$26 per ton; locals, \$18 and \$20; cabbage, 2½c per lb.; carrots and other roots, \$1 per sack; onions, \$2.75 per cwt.

### ST. CATHARINES.

St. Catharines merchants made every effort to furnish their customers throughout the district with goods suitable for the Christmas and holiday trade. They spared no pains to make their stores attractive and the window displays were the most artistic that have ever been on exhibit. It is almost useless to point out one individual grocer, for that would not be doing justice to the others. They all deserve great credit for the pains they are taking to bring St. Catharines to a high tone in this respect. I venture to say that few places of the size and population can equal our merchants in their window display. Take for instance ex-Ald. J. T. Petrie. His is a fine frontage, with two large windows, so that he has the space to make a fine display in china, crockery, earthenware on the one side, and toys and fancy goods in the other window. The grocery department is in the basement and fancy goods on the ground floor. Our merchants stick to the rule of opening business at 8 o'clock in the morning and closing at 6 o'clock in the evening, Saturdays excepted, when they keep open till later hours, excepting the McLaren & Company departmental store, which opens at 8.30 o'clock a.m. and closes at 5.30 p.m. each day, Saturday excepted, when the business closes at 9 o'clock p.m., sharp. These hours give the employees some time for rest and recreation. This firm has lost nothing by this radical change, though they have a large staff of employees. The old system of giving presents to customers, no matter whether heavy or light buyers, has almost passed into oblivion, and now the presentation of calendars has become the custom though all customers are not served with this emblem of friendship and of those who are left off do not take the offence lightly, but they are few in number and do not carry much weight.

St. Catharines has lost one of its busiest and best paying manufactories, the automobile works, in which a number of Toronto capitalists are interested which has closed its doors. The plant has been removed to Toronto, presumably considered a more central point, and with a much larger surrounding to make the concern pay larger dividends. By the stoppage of this plant several hundreds of skilled and well paid mechanics have been thrown out of employment. The company employed skilled labor with a few exceptions.

In other branches of business the sharp, cold weather coming on suddenly, has compelled carpenters, masons, bricklayers and painters to suspend operations, though there is a large quantity of unfinished work which in all probability will remain unfinished until weather permits next year.

Mr. Balfour, the well known grocer traveler, of Hamilton, was in town a few days ago, taking orders from his customers.

The canneries have about concluded a busy season of operations and in the numerous factories a large number of employes were engaged, who are now thrown out of work. Navigation of the Welland Canal having closed for the season, and with its employes and masters and sailors having laid up their boats, two other large batches of busy people will be idle until 1908 navigation season opens.

The natural gas supply has become a burning question among its users and many people have removed the fixtures and resumed burning coal. It was expected that when the two companies amalgamated there would be a sufficient supply for all purposes. The amalgamated companies expected to procure an extra supply of gas from the McGillivray Company, but as the latter has a contract with Buffalo—some of the shareholders being Buffalonians—they would not furnish the home company with the required supply. This failure to supply gas to their St. Catharines customers became so keen that the matter was brought to the attention of the city council, who authorized Mayor Riddell and City Solicitor Connor to proceed to Ottawa and if possible have the ministry check the exportation of gas. Philip I. Price, manager, and H. H. Collier, solicitor for the combined companies, went also to state their side of the case and Mr. McGillivray on behalf of his company, was there to place his side of the question on record. The minister promised to look into the matter and report later on as to his view of the situation.

The Saturday market was a busy day with the farmers and hucksters who come to St. Catharines to sell their products. Though the day was blustery with a heavy fall of snow, it did not deter these people from remaining on the market grounds until they disposed of what they had to sell. Eggs were sold at 40 cents per dozen, butter at 32 cents to 35 cents per pound. Hay sold at \$17 per ton. Other articles remained stationary in price.

Ex-Alderman Joseph Hodgins, the popular fish and poultry dealer, who has been critically ill, is on a fair way to recovery.

### CHATHAM.

Civic nominations took place here on Monday last. In addition to Ald. Wm. Potter, for three years past a member of the city council, who enters a three-cornered race for the mayoralty, quite a few members of the grocery and allied trades are listed for the aldermanic race. The list included Grocers J. N. Massey and H. A. Andrew, Confectioner E. A. Munteer and Butchers J. N.

Edmondson and Anson Munteer. Whether or not all will stand is a question, but the fact that they have been placed in nomination is ample evidence that their friends want them to do so. J. N. Edmondson and E. A. Munteer are both ex-aldermen; J. N. Massey served on the 1907 council, and Harry Andrew was at one time a member of the school board, while Anson Munteer, before entering the meat business, was the city sanitary inspector. Hence a have been more or less in touch with municipal affairs before.

After January 1st the stores at Port Lambton will close at seven o'clock on Mondays, Wednesdays and Fridays. This step is in line with a movement which seems to be growing universal in rural centres, to set apart three nights a week as the merchants' own.

The grain business hitherto conducted at Wallaceburg under the name of Armstrong & Son will henceforth be known as R. Armstrong & Co., Limited. The management will continue practically the same as heretofore, however.

Last week the premises known as the Alexandra block, owned by J. B. Stringer & Co., the well-known grain dealers, were visited by a disastrous fire. The two upper storeys, occupied by roomers, were pretty well gutted, and the downstairs, including the firm's offices, were also damaged. The loss to the firm will be about between \$6,000 and \$8,000, pretty well covered by insurance. Messrs J. B. Stringer & Co. have secured temporary offices and the fire will not interfere in the least with their grain business. They will rebuild at once.

A well decorated Christmas interior was that of Munteer's meat market, conducted by V. C. and A. T. Munteer. A nice, clean, good-looking meat display was enhanced by the addition of many-colored tissue streamers. The firm have reproduced their display on souvenir post cards, which they are handing out among their customers—a neat advertising dodge which should serve to keep the enterprise of the firm in the customer's memory.

That grocers are appreciated in fraternal circles is shown by the fact that when Courts Chatham and Kent, Canadian Order of Foresters, were recently amalgamated, the three senior offices in the new Court Chatham were all held by grocers. The three officers were, R. I. Weaver, chief ranger; J. W. Dyer, vice-chief ranger, and Fred. Ward, financial secretary. An interesting coincidence is that the two first named carry on business on St. Clair street, within a stone's throw of one another, and that Mr. Ward, who is the popular clerk in Harry Andrew's grocery, resides a block away from his fellow Canadian Foresters on the same street.

Harry Andrew, of the Liverpool house, is mourning the loss of his big Maltese cat. The animal, which was a noteworthy mouser, passed away a few days ago at the advanced age of fourteen years. It is generally believed to be the dean of the Maple City's grocery cats.

WHAT TO DO  
IN  
JANUARY

Pertinent Hints for the Mid-Winter  
Slack Month.

Good Resolutions and Stock  
Taking.

The Christmas season has come and gone and with it the anxiety and troubles of the grocer during the busy December days. For a few weeks there is generally a lull in business, a relapse from the Christmas strain. And it is right here that many grocers make a serious mistake. The majority of men enjoy a rest, especially after some strenuous work. The grocer is no exception and is human to the finger tips like all his brethren. Naturally, he is prone to take things easy and enjoy a well-earned rest, if, indeed, dullness in business may be aptly termed "rest." But while resting, he should be doing something more. He should be laying his plans for the New Year, studying the situation before him and profiting by his last year's experience, he should map out for the ensuing year a plan of campaign, as it were, by means of which his business could be materially strengthened. Unfortunately, many grocers either forget or neglect this very important task. "Sufficient unto the day is the evil thereof," apparently is the motto of many. As a result, they do not make the best use of the advantages offered by the quietness in business prevailing after the Christmas rush and face the New Year in a happy-go-lucky way without any definite plans.

Cannot the grocer utilize the comparative rest of the early part of January?

**The Time for Resolutions.**

Why not, in the first place, try a few New Year resolutions? Even if you are firmly convinced of the frailty of human nature and, above all else, of the weakness of New Year's resolutions, what's the matter with making some definite decisions about your business methods? And, having made some judicious resolutions, why not strain a point or two to see them fulfilled and have the immense satisfaction of realizing that your New Year's resolutions were composed of more solid matter than that gaseous article known as "hot air"? There's no harm in it. On the contrary, there is every probability of gain.

"But," asks the grocer, "what resolutions can I make?" Reflect for a short time and gradually a series of suggestions, gleaned from past experience, will arise in your mind. Try, for instance, a few "don'ts." Don't neglect to keep your store neat, tidy and bright in every detail. Maybe in the past you have been rather indifferent as to the appearance of your store. But with the New Year make it a special point to cheer the hearts of your customers, especially the ladies, by maintaining a well-ordered grocery. Too much stress cannot be laid on this feature.

Of paramount importance is the store window. Don't forget to give this the closest attention and make it, as it has proved in many cases, a business-bringer and a money-maker. Don't allow it to become a rendezvous for dead flies and such truck. By dressing it frequently and artistically, you put the window to its proper use.

**Improve Business Methods.**

Don't neglect to study carefully and judiciously your business methods. Possibly you have some bitter recollections of being "done" through being careless in giving credit. Know your customers and be sure of their worth and honesty before allowing them to run up a nice account. Maybe you have good reasons for abolishing credit wholly and placing your business on a strictly cash basis. No better time is offered than January for so doing. Should this be your intention, endeavor to live up to it, even if at times it should appear to be a step in the wrong direction.

It is needless to give fuller details of the "don't" resolution. If you are worthy of the name "grocer," you can easily think of many others which arise. With them mix a good quantity of "do" resolutions. For instance, be civil and courteous in your dealings. Be straightforward and honest, so that your customers can rely fully on your name. Be pleasant and agreeable with your customers and clerks, too. It pays. Have a system in your store and make it real. Be a "live 'un" and break away from the class of "has beens." You have, doubtless, many plans along the lines mentioned. Start January and a New Year with such resolutions. The gain will all be yours.

**Make Use of January Slackness.**

Having laid careful plans for the ensuing year, commence the work in earnest. Make good use of the slackness in January. Straighten up your books, and see to it that last year's business is in a satisfactory shape. Clean out the pigeon-holes in your desks and make good use of the waste paper baskets. Have everything in tip-top condition for a New Year's business. Do the same with all the contents of your store. After the hustle and bustle of December days there is bound to be untidiness in the store. Use your spare time in January to get your store in good shape. If your store requires new fixtures or remodelling, a suitable opportunity is afforded in January.

**Don't Neglect Stock-taking.**

Another most important task for January is taking stock. There is no more opportune time in the year than this month. Even if you have never followed this in the past, turn over a new leaf and begin right away. You don't need to be a big fellow to do this. It is just as essential for the small as the big grocer, for by taking stock the grocer can tell definitely where he stands, what progress he has made, what is his exact profit and loss, and incidentally can put his stock in trim for the next twelve months' battle. There is always spare room after the Christmas season and this facilitates stock-taking. As he proceeds with this work, the grocer soon discovers what lines of goods are "sticking." There are generally some

slow sellers and these are brought to light when taking stock. As a result, the wise grocer will take the necessary steps to push such goods and guard against being loaded with "sticky" articles in the future.

**Clear Off Holiday Goods.**

Another item worth considering in January is the question of fancy holiday lines unsold. It is hardly possible that the Christmas buying will clean out such choice goods as raisins, peels, nuts and fruits, which have been stocked in anticipation of the holiday trade. Such lines are bound to become "wasty" if left on hand. Raisins, for instance, will become sugary and dry. The grocer should lose no time in pushing the sale of these goods and clearing out the remainder of his holiday stock. Knock the price down to cost and clear them out. It is better to have the hard cash than goods which will lose money and be a drug on your hands.

And remember the good resolutions.

**THE WOMAN CLERK.**

The following item, clipped from a recent issue of the New York Journal of Commerce, one of the most reputable and highly regarded market and financial journals of this continent, shows how far The Grocer's prestige extends and also how this large journal watches our columns:

"The Canadian Grocer, which, by the way, is one of the best grocery papers printed on the continent, breaks forth in its current issue into the discussion of a brand new problem in the life, trials, joys and tribulations of the retail grocer—the woman clerk. According to a writer in that paper, the woman clerk in the grocery store has become something more than a theory and is a factor to think about.

"A few years ago no first-class grocery store would have lady clerks," he writes, "but it is entirely different now. They have come to stay, and while one used to feel jealous of the ladies, they have made a distinct place for themselves in first-class stores and don't interfere with the male clerks. A good, cheerful, hustling young lady in a store can sell as much as a man and can explain the different processes of cooking different articles better than some men. She can dress a silent salesman or showcase neater, and keep the store more clean and tidy and also put new ideas into the boys' heads on window dressing. She also adds a cheerfulness to a store that no one man can.

"But one of them is plenty, generally, as where two or three are gathered together there is too much talking and laughing among themselves, which is not good for any business. Then again, the young lady does up spices, pepper, starch and other light goods, keeps the store dusted and sees it is done, besides a hundred and one things too numerous to mention, and after five years' experience I am glad to say she is a great help in a grocery store, and if you have not tried her it is not too late to and be convinced that she has a place there."

The article in question was contributed by our Guelph correspondent and was only one item on a subject which was discussed by several correspondents. It is our intention to take the matter up more fully in some future issue.









# Some Bookkeeping Pointers

Learn the principles that govern correct systems—Who should pay exchange?—The draft system and its advantages—Very useful information compiled by Howard R. Wellington.

It is much more important to learn the principles that govern correct systems of bookkeeping, than it is to learn any particular form according to which books should be laid out. Any intelligent man may learn bookkeeping by acquiring the fundamental principles of scientific accounting, and draw up his own forms according to those principles, the idea being that no one set of books and forms is applicable to every business. For this reason a knowledge of the principles and methods that are used by the best bookkeepers in any business will enable anyone to vary the forms so as to apply them to any other business.

In a general way, those forms are best which require the least copying, the fewest entries, the least ruling; which require the books of original entry to be posted direct to the ledger, and in which the journalizing is done by means of ruled columns. The best forms should also facilitate, so far as possible taking balances and ascertaining losses and gains. If the bookkeeper criticizes his forms on these six lines and finds them satisfactory, while they show all the results that the proprietors wish to ascertain, he may be satisfied with his work. Although the merchants accounts are his private records, they also partake of the nature of a trust, and should bear evidence of being kept honestly and in good faith.

If errors are made, they should be so corrected as to show the original error and the reason for its correction. Account books should be so plain and clear as to be understood at once by a stranger who sees them for the first time, and explicit and ample enough for the guidance of an outside party who comes in to take off a statement.

When an error is made in posting, above all things never erase the original amount entirely. Some bookkeepers do this, but it should be avoided, for the reason that if someone is called in to audit the books, no trace of the amount is found, although it can readily be seen that an erasure has taken place, the impression being left that something is wrong. Then again the same bookkeeper who makes the erasure, although familiar with it for a short time, will likely lose track of the instance in time, and become confused as to the cause.

The object of bookkeeping in any establishment is primarily to know the proprietor's financial condition—what he owes, what he owns, and what is due him. If goods are sold, the record should show: (1) That the goods are actually delivered; (2) That the correct charge is made against the buyer; (3) That he receives proper credit when the account is paid. Modern bookkeeping is trying to reach these ends in the shortest possible way, and with the least expenditure of time and labor.

## Exchange—Who Should Pay It?

You may say that exchange on drafts and cheques is a small matter anyway,

and it really is immaterial who pays it. As a matter of fact, the exchange item in a large house collecting the bulk of its accounts by drafts runs up into the hundreds of thousands. The question is, who should pay the item—the buyer or seller?

The practice, largely in the United States, on drafts to Canada and also to some points across the line, is to add exchange charges to the draft in payment of an account, thus making the receiver or purchaser stand this expense. This seems a reasonable custom, as goods are purchased in a certain city and should be paid for in the funds of the same place. The reason why this plan is not general in our own country is probably on account of the fact that wholesalers find it necessary to adopt some systematic method of collecting accounts, and as the draft system supplies this need, rather than leave accounts outstanding indefinitely, a wholesaler would prefer to stand the exchange on each draft sent out to a customer and have accounts collected when due.

Of course on a small account, where the goods are sold on a close margin, sometimes there is actually a loss involved, when it is necessary to make a draft for from \$8 to \$10 and pay exchange. Suppose an article costs \$6 and is sold for \$7.50, leaving a gross profit of \$1.50. The cost of selling would be about 10 per cent., or 75 cents; the inside expense, including stationery, postage and cash discount, on an average about 8 per cent., or 60 cents, and the exchange on draft or cheque in payment of the account to 25 cents, or a net cost of \$1.60, with an actual loss on the transaction.

It is hardly fair for a merchant to remit by cheque on his local bank, when the account is a small one, nor is it right that the seller should be obliged to pay exchange on a draft. Of course in a large amount there is a difference for the reason that a large account can be put through at practically the same expense.

## The Draft System.

Most merchants to-day prefer to settle accounts by draft rather than by cheque or money order remittance. There are a number of reasons why the draft system has become so popular:

First: Because the buyer has no difficulty in looking after his cash discounts, as the seller makes the draft (unless otherwise advised) so as to enable the merchant to take advantage of his cash discounts every time.

Second: Because it saves a great deal of labor in making up remittances of cheques or money orders and mailing the same so as to reach the seller before the cash discount period has expired, for all that is necessary is to sign the draft and keep a record of the amount and due date.

Third: Drafts accepted, and honored at maturity, are a good advertisement for a merchant's credit. Of course we expect some dealers to take exception

to this method of settling accounts, but these cases are very rare to-day, and only occur when a merchant is not convenient to a bank, or, in the case of larger houses, a certain day or days are set apart each month as "payment days," when all "passed" accounts are paid by cheque.

A very good plan for keeping a record of all acceptances or notes payable is by the use of a small diary, entering on the due date of each acceptance the amount due and the names of the parties making the draft. The bill must of course be recorded in the bill book for posting in the ledger, but the diary will keep the merchant informed from day to day of certain accounts payable becoming due, and preparation can be made several days ahead of time to take care of the paper, rather than have it returned. This small diary may be bought at a very low price and may be used for innumerable purposes as well.

## THE REASON OF POOR CLERKSHIP

One may go into the stores of the city in search of good clerks and find them—occasionally. There is a dearth of good ones, but plenty of the kind which we would class as a failure.

Why do some clerks prefer to talk to one another than to pay attention to customers? Why do they sometimes stare haughtily at poorly dressed customers? Why are some of them continually losing sales because of their languid indifference? There is but one answer to all these questions, one reason why there are so many poor clerks.

The reason is that they have no interest in their work. They work because they have to have some money, and that is the sole cause of their presence behind the counter. They do not care whether a customer is pleased or not, so long as they get their pay envelope Saturday night. Their chief hope is that their idleness or offensiveness will not call down on them the wrath of those in authority.

Until an employe can find interest in the work there is absolutely no hope of that employe's becoming an efficient clerk. Do not imagine the customers do not know the difference—they do. They resent inattention, superciliousness, rudeness, languid lack of interest, impatience. They may say nothing about it, but they know.

Nor do we desire to gloss over the trials of the clerk. They are many. There are fussy customers who frazzle out the patience of the best. There are rude customers and unreasonable customers. But think that if all customers were machines, if none of them showed any feeling, if all were alike, no chance for skill in salesmanship would ever come. A machine would be invented to wrap up goods and hand them out.

The clerk has wonderful chances for becoming proficient. Without interest in the customers, in the goods and in the work there can be no good salesmanship.—Oregon Tradesman.

**ESTABLISHED 1841**

OLD ENOUGH TO HAVE THE BENEFIT OF THE EXPERIENCE OF  
A LIFETIME. STRICTLY UP-TO-DATE IN EVERY PARTICULAR.

**Begin the Year by Ordering  
a Sample Shipment of  
"PANSY" BROOMS**

THE MAKING OF "PANSY" BROOMS.



A FARM SCENE IN THE BROOM CORN DISTRICT.

Do not make the mistake of trying to see how big a broom you can give for the price, we could double the size of 'Pansy' broom for less money if we sacrificed quality.

A heavy broom tires the house-keeper and does no better work.

Pansy Brooms are just the right size and the materials used are the finest obtainable.

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

Successors to  
H. A. NELSON & SONS

Office and Warehouse:  
92 Adelaide St. W.

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Factory:  
15, 17, 19, 21 Jarvis St.

THE CANADIAN GROCER

NEW DESK FOR THE NEW YEAR.

T. Kinnear, sr., of the firm of T. Kinnear & Co., wholesale grocers, sits at a bran' new desk this week and smiles broadly every time he thinks of it. On Tuesday morning, Mr. Kinnear was called out before the office staff and travelers and presented with a new

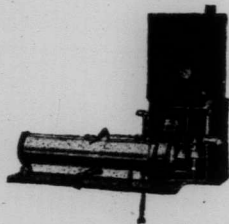
roll-top desk, a regular beauty, in quarter-cut oak, with rounded front and drawers, specially fitted for his requirements. The presentation was made by W. B. Campbell, the firm's oldest employe, who spoke of the gift as an evidence of the employes' regard for the head of the house. Mr. Kinnear made

a characteristic reply. He is so delighted with the new desk that he has about all his visitors sit down in front to try it.

Harry Gillett, general merchant, of Olds, Alta., has been succeeded by Wm. Darlin.

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

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



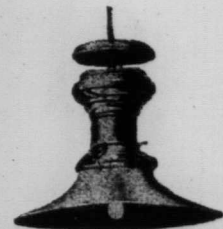
MODEL E MACHINE



OUR No. 1 SINGLE ARC  
500 Candle Power



OUR No. 3 SINGLE ARC  
500 Candle Power



OUR No. 2 SINGLE ARC  
500 Candle Power

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

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

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

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

WRITE US FOR PRICES—DO IT NOW.

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

**OUR FAMOUS**  
**TWIN BLOCK**  
**PURE MAPLE SUGAR**

Has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

**SUGARS and CANNERS Ltd., MONTREAL**

**BROKERS HOCKEY MEETING.**

**Third Annual Meeting of Club and Election of Officers.**

The third annual meeting of the Grocery Brokers' Hockey Club was held in the office of W. H. Millman & Sons, 27 Front Street East, on Thursday, December 26.

The following officers were elected for the season 1907-08: Hon. president, R. S. McIndoe; 1st hon. vice-president, Henry Wright; 2nd hon. vice-president, Jas. Scott; president, W. H. Millman; 1st vice-president, Wallace Anderson; 2nd vice-president, Chas. Morrow; secretary-treasurer, P. F. Millman; manager, A. R. Millman; captain, to be elected on ice. Patrons, W. G. A. Lambe, P. L. Mason, C. L. Marshall, J. S. Donaldson, J. M. Lobb, Hugh Lambe, C. W. Powis, Geo. Stanway, S. Hooper, J. H. Summers, C. E. Kyle, Geo. Musson, F. Blackburn, W. G. Patrick, H. Scandrett, Geo. Beech, J. L. Watt, H. B. Akin, Joe Irving, Fred Dane, W. E. Bidwell.

Prospects are bright for a good season.

Chauviere & Collon, grocers, of Winnipeg, have made an assignment.

E. J. Mills, grocer, of Calgary, Alberta, has sold to J. C. Burk.

S. E. Riggs, general merchant, of Drumaque, Sask., has sold to Vant & Macfie.

A. H. Kennedy & Co., Winnipeg, who have been conducting a grocery store, have assigned.

**REALLY PURE**

# FUSSELL'S THICK CREAM

**(GOLDEN BUTTERFLY BRAND)**

Is taken only from the richest meadowland milk, and you get it in just that pure, rich state, scientifically packed in tins only, without any sugar or chemical. It will keep fresh anywhere and for any length of time. Always insist on Fussell's.

Keep your Labels to get a Gold Watch Free.

*FUSSELL & Co. Ltd., LONDON & NORWAY*

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

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

**It pays to have proper connections in**

## The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

**Charges Reasonable      Satisfaction Guaranteed**

### R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

Bannatyne Avenue East      **WINNIPEG, MAN.**

### General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

### Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

**The MacLean Publishing Co., Limited**

MONTREAL      TORONTO      WINNIPEG

In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

# "Young-Tom"

## Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The  
**YOUNG-THOMAS SOAP CO., Limited**  
REGINA, CANADA

**The Superior Quality**  
of our  
**Mild Cured Hams**  
**Boneless Breakfast Bacon**  
**Skinned Smoked Backs**

meets the most exacting requirements of your customers.

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

**1908**

Orders should be sent in to us as soon as possible in order to insure delivery of goods. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

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

**It Is a Question of Profit**

The grocer who is after the money—who plans to get more than a mere living out of his store—should handle



**CORONA BRAND**

**HAM AND BACON**

Corona Brand has a flavor to it—a snap, a mouth-watering deliciousness—which is not obtainable in any other brand on the market. It will build up your provision trade as nothing else can.

We have no retail stores.

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

**Dependable Provisions**

provisions which never disappoint the customer—never will disappoint you in the matter of profit. You have more than our word that

**Ryan Brand Provisions**

are in the forefront of the trade. The testimony of hundreds of satisfied dealers and users is backed up by a governmental declaration that Ryan Brand is pure.

Write us for Quotations!

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

# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Firmness has characterized the cheese market during the past couple of weeks despite the usual holiday dullness. Transactions have not been numerous since the beginning of the last week in December, nor is trade expected to brighten up very considerably until next week. Some sales have been made, however, and sellers have obtained their price.

The knowledge that the market here is not overly well supplied has resulted in the market holding more firmly than otherwise it would. It is admitted by everybody that stocks are low, considerably below what they were this time last year and the receipts are practically nil. With the best part of the winter to go through one can see that cheese dealers are rather anxious about the situation.

From England comes the news, more strongly confirmed each week, that the make there has turned out not nearly so large as it was reckoned. And the English trade is depending more upon Canadian cheese than they thought they would.

Any cheese which leaves Montreal will be sold at a good price, for stocks are in the hands of strong men who can afford to carry the goods for a price.

Prices range from 13c to 13½c this week, the latter figure not being easily obtainable. It is expected that a firmer feeling will prevail after the middle of the month, while present prices will certainly hold steady in the meantime, if one is to judge from present conditions.

Receipts of cheese last week amounted to 1,471 boxes, against 970 boxes previous week, and 739 boxes same week last year. Total receipts for the season amount to 2,052,851 boxes, against 2,347,464 boxes same period in 1906.

Holder of October creamery butter are quoting around last week's figures,

28c to 28½c, with 29c asking for small lots. Continued demand locally and for the west is eating up the stocks here, which are not large by any means. It is generally expected that there will be a shortage before the new season's butter comes on the market in any quantity. Opinions as to stocks held vary considerably. A conservative estimate places holdings around 30,000 to 35,000 packages, while others place the stocks at higher figures, one house of standing being of the belief that there are fully 45,000 packages obtainable in Montreal.

Those handling current receipts are somewhat easier in their views, but there has been no material change in quotations, which run about the same as last week. Some are getting 27c for what they have to offer, while more are selling at figures ranging between 26c and 26½c.

As is usual at this season, trade is not particularly brisk. Retailers have secured stocks sufficient to carry them over the holidays and are paying more attention to fancy lines than to staples such as butter and cheese. About the middle of this month, however, they will again be in the market and business will pick up considerably.

Meantime the make is not large. Several creameries will be shutting down about the first of the year and receipts will be slight during January and February as a result.

Figures show that 2,249 packages were received last week against 1,815 packages same week a year ago. Total receipts for the season amount to 404,930 packages, against 598,664 packages same period 1906.

Dairy butter is quoted about the same as last week, 24c to 25c, according to quality and quantity. Rolls are selling around 24½c and 25c. Stocks held are light.

## THE PROVISION SITUATION

The hog markets have felt very seriously the dullness which has been affecting holiday business generally the past week, and things are very quiet among Canadian packers. Just how quiet matters are can be seen from the statement of a leading packer this week. Our average receipts, he said, are around 2,000 hogs. Last week we got only two cars, or 120. Farmers seem to be too busy observing the holiday season to pay any attention to delivering hogs, evidently expecting better prices at the turn of the season.

Prices have advanced slightly since last reports. F.O.B., country points, are bringing \$5.50, fed and watered, about \$5.75, and at factory, \$5.90.

The provision market, indeed, seems quite everywhere. The English people, as is well-known, pay a good deal more attention to celebrating Christmas than we do here, even to the point of neglect-

ing business altogether. As a consequence, the English market last week was in an unusually quiet condition. Other causes also contributed to this. Danish deliveries were less than 40 per cent. of the usual aggregate, and American shipments also were exceedingly light.

The following paragraph from the New York Journal of Commerce summarized the week's situation in the American market:

"There has been very little interest in hog products the past week, which has been duller even than holiday custom, as nobody would buy anything beyond this year's requirements on account of January settlements with tight money, while prices have been so high as to prevent any anticipation of future wants by dealers. Packers have shown little disposition to interfere with the course of prices either way by buying

or selling more than necessary for hedging against their current production, which has been, perhaps, more general than usual owing to the late tightness in money. Prices of hogs have been a little higher in the West on less heavy receipts than the previous week, and there has been less manipulation of prices of both hogs and products than for the last two months; and both seem more settled, though it may be simply the holiday inactivity awaiting developments after the new year. There has been no feature in the cash trade worth mentioning, except that late last week, and not reported till this week, the United Kingdom took 700 boxes of bacon in the West, the first in some weeks; and city curers have been after green meats, as offerings have been light both of city and Western and prices firmer, while cured meats have been easier owing to indifferent demand since the panic and for the holidays."

## MONTREAL

PROVISIONS—Owing to the holiday in the middle of the week trade was quiet, smoked meats hardly moving. Heavy lines were quiet also, while there was a fair trade in lard at the old quotations.

Lard, pure, tierces.....	0 11½	0 12½
" " 5-lb. tubs.....	0 12½	0 13½
" " 30-lb. pails, wood.....	0 11½	0 12½
" " cases, 10-lb. tins, 50 lbs. in case.....	0 12½	0 13½
" " 5-lb. " ".....	0 12½	0 13½
" " 3-lb. " ".....	0 12½	0 13½
Lard, compound, tierces, per lb.....	0 09½	0 10½
" " tubs.....	0 09½	0 10½
" " 30-lb. pails, wood.....	0 10	0 11
" " 30-lb. pails, tin.....	0 09½	0 10½
" " cases, 10-lb. tins, 50 lbs. in case.....	0 09½	0 10½
" " 5-lb. " ".....	0 09½	0 10½
" " 3-lb. " ".....	0 10	0 11
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	21 50	22 00
Canadian short cut clear.....	21 00	22 00
American fat back.....	13 07	
Breakfast bacon, per lb.....	0 13½	0 16
Hams.....	0 12	0 15½
Extra plate beef, per bbl.....	13 00	14 50

BUTTER—There has been a somewhat easier feeling in fresh made butter, but prices have not been affected. Fall make continues steady at old quotations with stocks gradually becoming very low. Dairy is scarce and firm. Nice fresh rolls are very hard to procure and command a good price.

Creamery, fall make, boxes.....	0 27	0 28
Creamery, winter make, boxes.....	0 26	0 27
Dairy tubs.....	0 22	0 24
Fresh large rolls.....	0 23	0 23½

CHEESE—Firmer feeling is noticeable in cheese this week, though dealers have not advanced their prices. Stocks held are considerably below what they were a year ago and it is likely that there will be a good demand from England after the middle of this month, when the retail trade will also begin to buy again, so that there may be a shortage, and possibly higher prices.

Cheese, old.....	0 15½	0 16½
" " new, large.....	0 13½	0 14½
" " twins.....	0 14	

EGGS—Good eggs are worth the price asked for them to-day, for they are scarce. Higher values are expected to rule next month, or perhaps towards the end of this, as stocks held are not large

and receipts are almost nil. One house is holding quite a lot of pickled eggs for higher prices, which must be obtained unless the eggs are put on the market at a loss.

Selects	0 24	0 25
No. 1	0 20	0 21
Seconds	0 16	0 17

HONEY—Nominal prices continue.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Monday and Tuesday of this week excellent business was trans-

### WE BUY FEATHERS

All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.

**P. POULIN & CO.**

36-39 BOUSECOURS MARKET, MONTREAL

### Mixed Cars of SALT

Containing Fine, Medium and Coarse in Bbls. or in Sacks of 200 lbs. 140 lbs. 100 lbs. and 50 lbs. each—also Table, Dairy and Cheese Salt in standard packages.

**TORONTO SALT WORKS**  
Toronto

### BUTTER, CHEESE, EGGS

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

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

### BUTTER and EGGS

—WE ARE—

### BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

ORDER NOW

# Butter Tubs

## Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

### WALTER WOODS & CO.

Hamilton and Winnipeg

acted for the new year trade, but later days did not witness such demand, and prices will likely show some falling off now that the two feasts days are past. First-class stock was none too plentiful and all arriving was quickly taken up by eager grocers.

Turkey, per lb.	0 13
Chickens and fowls, lb.	0 07 0 09½
Geese	0 08½ 0 09½
Ducks	0 10 0 11

### TORONTO.

PROVISIONS—No special feature is noticed in the market. On the whole, it is quiet, though prices remain fairly steady. Hams are not selling briskly. Beef products are slow and a slight decrease has occurred in forequarters and hindquarters. Venison is done. Lard has an easier feeling.

Long clear bacon, per lb.	0 10½	0 11
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 10½	0 11
Small hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 13½	0 14½
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 11½
Bacon, plain, per lb.	0 10	0 11½
pea meal	0 17	
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11½	
" tubs	0 12	
" pails	0 12	0 12½
" compounds, per lb.	0 09½	
Plate beef, per 300-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
front quarters	4 00	5 00
choice carcasses	7 50	8 00
common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—The market remains steady. Supplies are good and the demand is sharper. Creamery solids are being quoted at 28c flat.

	Per lb.
Creamery prints	0 23 0 3.
Creamery solids	0 28
Dairy prints, choice	0 26 0 27
" ordinary	0 22 0 24
" tubs choice	0 22 0 24
" tubs, ordinary	0 23 0 22
Baker's butter	0 20 0 21

EGGS—Eggs are a shade easier, though no definite decline has happened. Lined are selling a point lower, at 22c.

Eggs, candled	0 21 0 22
Selects	0 25 0 27
Hand	0 2

CHEESE—There is no material change. Prices remain firm.

Cheese 1 rge	0 13 0 13½
" twins	0 13½ 0 12½

Honey—The situation is featureless. Prices remain high.

Honey, strained, 60 lb tins	0 12 0 13
" 10 lb tins	0 12½ 0 13½
" 5 lb tins	0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb.	0 8 0 10
in comb, per doz	1 25 1 50

POULTRY—Business continues good. Prices are firm. The market generally is in a healthy condition. If anything, there is a scarcity of good fowl, chiefly turkeys. Some turkeys have been sold at 18c, but the general price is from 13c to 17c.

	Live Weight.
Spring chickens, per lb.	0 05 0 07
Old fowl	0 04 0 05
Ducks	0 06
Geese	0 06
Turkeys	0 09 0 10

	Dressed weight.
Spring chickens, per lb.	0 08 0 10
Old fowl	0 05 0 05
Ducks	0 08 0 10
Geese	0 05 0 10
Turkeys	0 13 0 17
Squabs, per doz	2 50 3 00

The general store of Chas. Horwitz, Selkirk West, Man., has been destroyed by fire.

### ARTIFICIAL HONEY.

#### German Professor Tells of Process Which Simulates the Bee's Product.

Prof. Herzfeld, of Germany, recently brought out some interesting points regarding the manufacture of artificial honey in Europe. It is noticed that when we bring about the inversion of refined sugar in an almost complete manner and under well determined conditions, this sugar solidifies in the same way as natural honey after standing for a long time and it can be easily redissolved by heating. Owing to the increased production of artificial honey, the bee cultivators have been agitating the question so as to protect themselves, and it is proposed to secure legislation to this effect, one point being to oblige the manufacturers to add some kind of product which will indicate the artificial product. On the other hand, it is found that the addition of inverted sugar to natural honey tends to improve its quality and especially to render it more easily divested. Seeing that sugar is about the only alimentary matter which is produced in an absolutely pure state, its addition to honey cannot be strictly considered as an adulteration. Bees often take products from flowers which have a bad taste and the chemist Keller found that honey coming from the chestnut tree sometimes has a disagreeable flavor. From wheat flowers we find a honey which has a taste resembling bitter almonds, and honey from asparagus flowers is most unpalatable. Honey taken from the colza plant is of an oil nature, and that taken from onions has the taste of the latter. In such cases, the honey is much improved by the addition of inverted sugar. Prof. Herzfeld gives a practical method for preparing this form of sugar. We take 1 kilogramme (2.2 pounds) of high quality, refined sugar in a clean enamelware vessel, and add 300 cubic centimeters (10 fluid ounces) of water and 1.1 grammes, (17 grains) tartaric acid. This is heated at 110 deg. C. over an open fire, stirring all the while, and is kept at this heat until the liquid takes on a fine golden yellow color, such operation lasting for about three-quarters of an hour. By this very simple process we can easily produce artificial honey. Numerous extracts are now on the market for giving the aroma of honey, but none of them will replace the natural honey. However, if we take the artificial product made as above and add to it a natural honey having a strong aroma, such as that which is produced from heath, we can obtain an excellent semi-honey—Scientific American.

### TRADE NOTES.

Senator Robert Jaffray, Toronto, was in Montreal last week.

J. E. Morin, of P. Poulin & Co. Montreal, was in Ottawa this week.

W. C. Murray, Quebec representative of E. W. Gillett Co., Ltd., called at The Grocer office this week.

A very pretty colored calendar is being sent out by Hudon & Orsali, wholesale grocers, Montreal.

A Montreal grocery house has adopted the plan of having its travelers take stock. The men are in for the holidays and doing nothing, so are given this opportunity of becoming well acquainted with the stock.



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# CLARK'S Canned Meats

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

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

## Clark's Canned Meats

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

DROP ME A LINE FOR PRICES

**WM. CLARK - MONTREAL**

Manufacturer

A LITTLE Better Than Other Brands

## THE CHEAPEST BACON

on the market.

Consistent with Price.

If you stock

# O'MARA'S BACON

You are assuring Prosperity in

**THE NEW YEAR.**

**JOSEPH O'MARA**

PALMERSTON, - ONTARIO

THE  
BRAND

OF  
QUALITY



**WE WANT EVERY GROCER**

to put in a trial order for our

## Horseshoe Brand HAM AND BACON

We know that if we ship you a trial order we shall soon be shipping regular orders. Your customers will notice the quality. They will want more of the ham and bacon with the sweet, juicy flavor, which shows the perfect curing of perfect meat.

**JOHN DUFF & SON**  
Hamilton, Canada

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only one

# BOVRIL

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

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	338 Hastings Street West	VANCOUVER

and from all wholesale houses  
throughout Canada

**GET THIS IN YOUR LOCAL PAPER.**

The following article seems to strike on the head the cause of the so-called financial stringency which is being felt to some small extent in Canada just now. It is well worth being spread broadcast. It would be well worth the trouble on the part of our readers to take this issue to the editors of their local newspapers, draw attention to article and induce them to publish it. It will be just as useful to the publisher as to the retailer.

Panics are always irrational, because they are born of unintelligent fear, or because they greatly increase the possibilities of peril. There are many occasions which justify a panic. When a real danger comes, the first duty is to keep one's mind at the highest point of intelligent action, and to keep one's emotions out of sight and hearing. In the face of a great danger a man ought to listen to his judgment, not to his emotions. The worst feature of a panic is that it makes men cowards when it does not make them brutes; and the special form of cowardice which comes with financial stress is unwillingness to part with money, the tendency to hoard what one has and increase the peril, instead of generously giving it out and thus removing the cause of the peril. In every stringency a host of people begin by not paying small bills even more than large ones which prolongs hard times, and unjustly and unnecessarily lays a heavy burden on the backs of some of the most prudent and honest members of the community. An honest man always pays his debts. If misfortune overtakes him the day of the discharge of his obligation is only postponed;

it comes as soon as he can make ready for it. But in a time of panic it is every man's pressing duty to pay his debts with the utmost promptness.

There are hosts of people to-day who have money in hand and are letting their grocers, butchers, milkmen and others who supply the necessities of life go unpaid simply because they are timid and, like some country and city bank, want to collect and keep as much money on hand as possible; as if money were for hoarding and not for circulation. This small-minded precaution is bringing misfortune to many industries and faithful men and women. Those who supply the means of life, whose coming and going from the house are part of the daily routine of keeping the family alive, ought to be the very last to suffer from delayed payment. As a matter of fact, they are the very first. People who can still spend money upon the theatre, the opera, concerts, and other forms of entertainment, are letting their grocers, butchers, and milkmen go unpaid, thus contributing to the very condition which makes them cowardly. There is no longer any reason for timidity; but if there were, the duty of paying one's small debts with as great promptness and as deep a sense of responsibility as one pays one's large debts would press still more imperatively. It is a great deal more honorable to have a small bank account and no unpaid bills in the house than to have a large bank account made up by keeping money which belongs to other people. The first duty of an honorable man in a time of stringency is to see that he is not transferring to those who

furnish the necessities of life the burden which he ought to bear himself.—The Outlook.

**RETURNS TO ONTARIO.**

Edward F. Qua has returned from Edmonton, where he was connected with the Dominion Brokerage Co., and will again represent the MacLaren Imperial Cheese Co. He will cover Ontario, from Ottawa to Windsor. It will be remembered that Mr. Qua received his early training with the MacLaren Imperial Cheese Co., under the tutelage of Henry Wright, which, combined with his experience under western conditions, should make him a valuable acquisition to the selling organization of this progressive concern.

**NEW CHOCOLATE BARS.**

The travelers of Messrs. Mathewson's Sons, of Montreal, will have samples of Meurisse's orange cream bars on their present trips. This novelty in Canada has proved itself to be the best seller of its kind the world over.

T. E. Charest, manufacturers' agent, St. Gabriel street, Quebec, is presenting these goods to the trade in Quebec and vicinity.—Advt.

Harold Hill, son of Rowland Hill, of Valleyfield, Que., has taken a position in the store of J. A. Hopkins, on Dovercourt Road, Toronto.

H. Hubbard, of Montreal, agent for Brand's A.1. Sauce, was in Toronto last week, and is now on a trip to the coast on business.

The sales of

**BUDA**

"The Flour of Quality"

Have Doubled in the Past Year

This goes to show that grocers are beginning to realize that it pays well to push Buda Flour. It can't help paying, because Buda Flour is really out of the ordinary run. It is a blended flour, blended by a man with a half century of experience behind him. It is a flour which is termed "Ideal" by economical housewives.

WRITE NOW FOR QUOTATIONS!

**J. B. HARTY**  
**PICTOU, N.S.**

Western Canada Flour Mills Co., LIMITED

**PURITY FLOUR**

Mills at  
**WINNIPEG**  
**GODERICH**  
**BRANDON**



Offices:  
**St. John, N.B.**  
**Montreal, Que.**  
**Toronto (Head Office)**  
**Goderich**  
**Winnipeg**  
**Brandon**

It pays you to pay for quality.

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

**PURITY**

# CEREALS AND CONFECTIONERY

**Wheat Market Stronger, Though Holiday Dullness Continues—Visible Supply of Wheat and Corn Greater, Oats Less.**

The dullness usual at the holiday season prevails in Canadian markets this week. Though many mills have closed down for the holiday season, business seems to continue encouragingly steady. The wheat market, however, has shown signs of greater activity, probably on account of a stronger tone in the west, and if this feeling continues it seems likely to result in an advance in flour immediately after the holiday season.

Shipments to Great Britain and Europe have fallen off considerably as a result of the great interference with business caused by the holiday season there.

About 30 per cent. of Saturday's inspections graded "northern," with a slightly higher percentage of inferior. Intermediate grades were more conspicuous than usual. Returns showed inspections of 132 cars, against 107 for the corresponding day last year. Gradings were: No. 1 northern, 6 cars; No. 2 northern, 15 cars; No. 3 northern, 19 cars; No. 4, 14 cars; No. 5, 15 cars; No. 6, 12 cars; winter wheat, 6 cars, and other grades, 45 cars. Eighteen cars of oats, 4 of barley and 7 of flax were inspected.

The visible supply of wheat in Canada and the United States increased 1,342,000 bushels, compared with an increase of 891,000 a year ago. Corn increased 568,000, compared with 114,000 last year. Oats decreased 157,000, and last year increased 44,000.

World's shipments of wheat during the past week were estimated at 8,307,000 bushels, America contributing 6,488,000 bushels toward this total. For two consecutive weeks there have been no shipments of wheat from India. Stocks of wheat at Port Arthur and Fort William increased 1,224,000 bushels during the past week. There are now 5,850 bushels of wheat in store at the head of the lakes.

## MONTREAL.

**FLOUR**—As is usual at this season, business is not brisk. The wheat market has shown more activity, and if the strength continues it will no doubt result in an advance in flour after the reaction from the holiday trade passes.

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

**ROLLED OATS**—There is a little business being done in rolled oats, but not a great deal. Prices allow the buyer a wide range. Few houses quote the same figures.

Fine oatmeal, bags.....	3 30
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 85 1 75
Rolled oats, 98-lb. bags.....	2 90 2 95
"    "    bags.....	2 75 2 80
"    "    bbls.....	6 10 6 30

**FEED**—There has been a decline of \$2 in Manitoba feed, while bran has dropped \$1. Business is limited.

Ontario bran.....	23 00 23 00
Ontario shorts.....	24 00 25 00
Manitoba shorts.....	23 00 25 00
"    bran.....	2 00

Moullie, milled.....	26 00 31 00
"    straight grained.....	27 00 33 00
Feed flour.....	1 50 1 70

## TORONTO.

**FLOUR**—The market is steady, but quiet and the effect of the holiday season is quite apparent. Indications point to a stronger tone and possibly to advances early in the year. Last week's quotations still rule.

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

**CEREALS**—The market is dull with a small amount of business passing. Local points continue to supply adequate quantities of oats to meet the demand. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	3 60 3 15
Rolled oats, in wood, per bbl.....	6 65
"    in bags, per bag 90 lbs.....	3 00 3 20
Oatmeal, standard and granulated, per bbl.....	6 65
"    in bags, 98 lbs.....	3 40

## WHAT ACREAGE REDUCED.

**Punjab District Suffering Because of Continued Drought.**

Recent reports indicate that there has been a remarkable diminution in wheat planting in the Punjab, because of the prolonged drought.

The area has been reduced from 9,000,000 to 5,000,000 acres. Many of the permanent canals are running short, while the irrigation canals are quite dry.

## TRADE NOTES.

John Teng, New Liskeard, Ont., has opened a grocery store.

J. & A. Matthews, general merchants of New Liskeard and Cobalt, have assigned.

R. Clemes & Son, grocers, of Toronto, have been succeeded by E. Raines & Co.

W. J. Bailey, Didsbury, Alta., has taken over the grocery store of N. B. Good.

W. Anderson, Medicine Hat, Alta., has opened a grocery store.

The general store of W. A. Clark, Bladworth, Sask., was destroyed by fire last week.

R. A. Treleaven, confectioner, of Hanley, Sask., has made an assignment.

A. S. & A. T. Horswell, Nelson, B.C. have taken over the grocery of R. M. Hood & Co.

C. Penny, general merchant, of Cape Sable Island, N.S., has assigned.

G. K. Percy & Co., general merchants, of Botwoodville, Nfld., have assigned.

F. W. Hunt, grocer, of Amherstburg, Ont., has made an assignment.

M. F. Pinkerton, Ottawa, has bought the Rideau Street branch of F. A. Scott & Sons, grocers.

## FOUR THINGS

which count an awful lot in Soda Biscuit manufacture are: Material, Mixing, Baking, Packing.

### Mooney's Perfection Cream Sodas

are noted for their excellence in these four points.



We use nothing but the purest materials. We mix the materials in the right way, and bake to perfection. Then we pack the biscuits right. The result is Soda Crackers of unexampled crispness and flavor.

Write us about the profits!

### The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

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

**KINGSTON CORRESPONDENCE.**

Who said "limerick?" Whoever started the scheme should get a pension. Sir Thomas tried hard to get the silver cup with his yachts, failing which, he turned all his attention to the china tea cup, and if advertising will win, he deserves to get them. I tell you, when dollars are held up, people look up to them. My, how they jump! Even in church, when the minister is trying to impress people with the importance of the future, they are trying to think out something that will rhyme with tea. But limericks will have their little day and then cease to be, like all such schemes that set the public crazy in trying to get something for nothing. Last year it was the gold mine craze, when everybody emptied their pockets, and, if the truth was known, this had a lot to do with the present crisis.

Travelers tell me they never in all their experience, found collections so bad. Credit system again. Retailers push their customers for money, and the wholesaler pushes the retailer. A big failure is reported near Pembroke, in which Kingston and Toronto merchants can sympathize with each other.

Kingston has too many grocery stores and yet there are wholesalers who encourage men to open up if they think they have a few hundred dollars in cash. Everything looks lovely, for the first few months. The new man does a big trade. All the no-goods are patronizing him. They then open up accounts and he goes behind and has a long list of bad debts and a long face and he wants to sell out, and there is always someone ready to be talked into taking it off his hands by some slippery tongued real estate agent.

Holiday time is here again with all the flurry and excitement it brings. Dressing windows and stores, placing

pine and holly here and there and all over. Calendars fill the air, greetings on paper and greetings substantial exchanged, hand-shakes, neckties, braces, and embraces and nice things for little and big. There have been a few well-dressed windows, notably J. S. Henderson's, dressed by John Marshall, and Jno. Redden & Co.'s, by J. Baker. Two windows of J. Gilbert's grocery are attracting much attention, dressed by R. E. James, of Liverpool, formerly with Mae Symons & Co., of that place. The windows make English folk feel as though they were in old England again.

J. Leach, of London, England, has bought out J. Salter, auctioneer, and intends making things hum.

Three or four grocers here seem, by their talk, determined to sell for cash only after the first of the year. May others follow. There is not a grocer in town who does not wish for it.

The body of Will Shaw was last week laid in his last resting place. Will was a grocery clerk here years ago, but for some years past was manager of one of Woolworth's 5, 10 and 15-cent stores in Boston. He was one of the best they had and they feel his loss keenly. Will had a cheerful disposition and was never known to lose his temper.

Kingston is becoming an important trans-shipping point. Up to December over 16,000,000 bushels of grain was received, having passed through the Welland canal. 53,000 tons of coal was landed here last year.

The Golden Lion grocery block is up for auction this week. It is a very fine brick block and would make an up-to-date hotel, which Kingston needs badly.

Thos. Gibson, of Portage la Prairie, has been here seeing old friends. Tom has a big farm near Portage, and by sobriety and attention to details has made his pile. He is taking a carload of fine young horses with him.

Over-stocking in stores is like over-eating and over-drinking. It means sure death. Every merchant nearly buys teas, soaps, spices, etc., to last six months. Now wouldn't it be wiser to buy enough to last a month? It would mean less risk in case of fire, more cash in the bank, fresher goods. Some will say, "I am offered snaps and pick 'em up." Yes, it's true, but it loads you up, and dead stock is an eating moth. Goods do not improve, and I think, to buy as you go is best, after all.

D. Lemieux, grocer, of Montreal, has assigned.

Chas. Momey, general merchant, of Burbridge, Que., has assigned.

A. Jacques, general merchant, of St. Joseph, Que., has assigned.

N. Langlois & Son, general merchants of Perce, Que., have made an assignment.

Jas. Roberts, general merchant, of Port Arthur, Ont., has sold to A. J. Lavack.

A. McGuire, general merchant, of St. Augustine, Ont., has sold to M. J. Beninger.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**



**CHOCOLATE & COCOA**

Registered U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

**GRAHAM FLOUR**

Made from carefully selected wheat.  
Send for trial lot

**A. A. McFALL**

**BOLTON, ONT.**

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

MONTREAL

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS,

Quebec.

**H. CONSTANT**

First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**

92 Beaudry Street MONTREAL

**NAP & KIROUAC & CO.,**

Receivers and Shippers

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

125 St. Peter St.,

QUEBEC.

## IT HAS THAT ZEST

about it which makers of other (alleged) Worcestershire Sauces strive in vain to imitate. No use talking, the high-class trade—the people who want the best and are willing to pay for it—want



# Lea & Perrins'

## Worcestershire Sauce

(The Only Original and Genuine)

The wise grocer is he who recommends that which is so good as to create orders for more and more. Be wise!--and recommend Lea & Perrins'.

**J. M. DOUGLAS & CO., Montreal**

Canadian Agents

ESTABLISHED 1857

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

Another Year of Prosperity and Satisfaction has dawned upon the many thousand sellers of

## Mott's

"Diamond" and "Elite"  
brands of

# Chocolate

There is no Chocolate on the Canadian market so generally liked as MOTT'S brands.

This is due to MERIT ONLY.

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

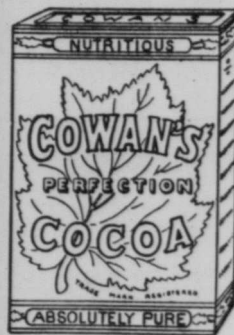
SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. Meindoe  
Toronto

Geo. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver



"There is only  
one Best Cocoa  
on the market,  
and that one is  
Cowan's."

Such is the verdict of hundreds of satisfied users of Cocoa. And that is why so many dealers find it very profitable to push the sale of

# Cowan's Cocoa and Chocolate

"The Purest and Best"

**The Cowan Co., Ltd.**

*"Balmoral"*

Regd.

# Scotch Marmalade, Jams, etc.

To The Grocers of Canada:

DEAR SIRS,

As the old year 1907 is passing to join those that have gone before and as we look forward to another New Year we take the opportunity this season affords

best wishes for a happy

Year. We also desire

kind favors and for the

ness relations we have

contributed to make the

one for us and we hope

to each and all of our

We are at present busy

Marmalade and are now

sent and forward deli-

Scotch Marmalade is now

ably known that it is

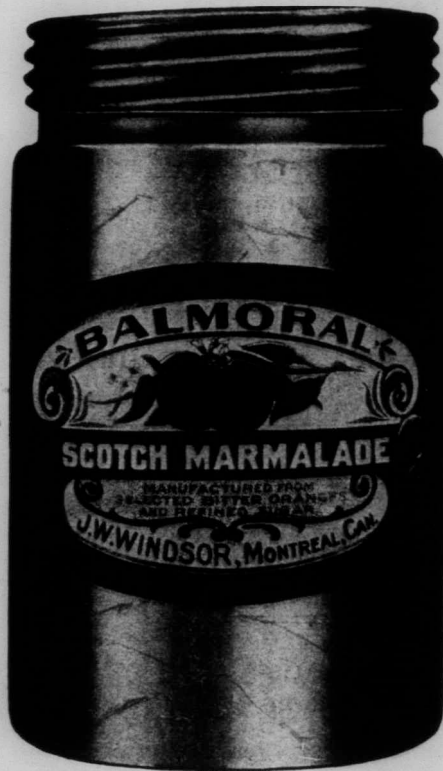
speak of its high quali-

compared to any other. We

glass jars, also 1 lb.,

and 7 lb. Tins, all attractively labelled and finished. Your orders will

be esteemed, and have our prompt and careful attention.



to extend to you our

and prosperous New

to thank you for your

pleasant mutual busi-

had, both of which have

past year a pleasant

it has been the same

customers and friends.

with our new season's

taking orders for pre-

very. "Balmoral"

so well and so favor-

unnecessary here to

ties and superiority

pack in 1 lb. and 2 lb.

2 lb., 4 lb., 5 lb.,

Yours Faithfully

*J. W. Windsor*

## Balmoral Marmalades and Jams

are the best it is possible to produce.

## DOMINION TRAVELERS DINE

Members of the Eastern Association Get Together in Jollification in Their Thirty-third Annual Banquet at Montreal.

Over three hundred travelers and guests sat down to the thirty-third annual banquet of the Dominion Commercial Travelers' Association, which was held in the Windsor Hotel, Montreal, on Monday evening, Dec. 23rd.

President W. J. Egan occupied the chair of honor at the chief table, while seated on either side of him were Hon. Sydney Fisher, Minister of Agriculture in the Dominion Government, and R. L. Borden, leader of the opposition in the Dominion House.

In his opening address the president cordially welcomed the guests of the evening and expressed his satisfaction at the progress which the association had made during the past year. Then he called upon S. J. Mathewson, vice-president, to make the toast "Our Country," as represented by the Dominion Parliament, coupling with the toast the names of Hon. Sydney Fisher and R. L. Borden. This Mr. Mathewson did in a



W. J. EGAN, PRESIDENT.

happy little speech, which was heartily applauded.

Hon. Mr. Fisher, replying, spoke in an able manner, dwelling briefly upon the present prosperity of the country and by numerous quotations from the Blue Book, he illustrated the remarkable development of Canada during the past few years.

### Some Interesting Figures.

Referring to the recent money panic he pointed out that Canada did not suffer, in proportion, nearly as much as did the United States. Not one bank had failed in the Dominion, while there was no lack of currency in the country, as the banks were working within \$13,000,000 of their possible currency issue and were quite in a position to well take care of the needs of trade.

For evidence of the wonderful growth of the country they had but to look up the assets of the banks. These amounted to \$460,000,000 in 1900, while in 1905 they amounted to \$878,000,000, and

last year totalled \$970,000,000. During the last ten months the average monthly bank returns showed an increase of \$63,000,000 over last year.

The foreign trade of Canada, which is largely illustrative of the growth of the Dominion, had materially increased since 1870, in which year business to the extent of \$122,000,000 had been done. This had grown to \$336,000,000 by 1900 and to \$519,000,000 in 1906. Such figures were most interesting to every Canadian who had the welfare of his country at heart, as they showed that Canada was not being left in the rear in the race for commercial success with foreign countries.

The internal trade of the Dominion was satisfactory also. In 1900 the trade as shown by the clearing house returns, amounted to \$1,390,000,000. In 1906 it amounted to \$3,950,000,000, while the returns for the first ten months of this year showed a further increase of \$300,000,000.

Taking up the question of manufactures, Hon. Mr. Fisher said that there had been an increase in this direction also. In the census report of 1900 it was shown that Canadian manufacturers employing five or more hands used a capital of \$447,000,000, while in 1905 the same class used a capital of \$834,000,000, which must be considered a very substantial increase. Truly enough, the number of employes had been increased by but 44,000, but the products had grown in ratio to the increase in capital, increasing from \$181,000,000 in 1900 to \$766,000,000 in 1905. In concluding, he drew attention to the increased immigration from the United States.

### Mr. Borden a Traveler.

Replying to the same toast, R. L. Borden was given a very cordial reception. He referred to his recent tour of the Dominion, and humorously compared himself with the commercial travelers, as he had traveled some 12,000 miles and presented his samples to 100,000 customers.

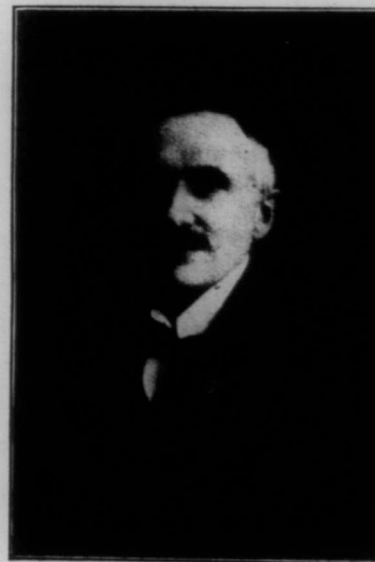
Proceeding, he said he was struck, while in the west, by the optimism of all classes there, despite the recent financial stringency. He referred briefly to the injustice which was done commercial travelers in that they frequently were not allowed to vote, owing to their absence from home, thus being deprived of their franchise. He stated that he was ready to support any reasonable measure which would make it possible for travelers and business men away from home to vote and have their say as to who should be their representatives in parliament.

Max. Murdock proposed the Quebec Legislature, which toast was responded to by Hon. W. A. Weir, provincial treasurer and P. E. Leblanc, leader of the provincial opposition. In the course of his remarks the provincial treasurer referred to the taxation problem as it concerned commercial travelers. The Quebec Legislature had never for a moment thought of taxing the native traveler. It was true

that one financier devised the plan of taxing all foreign commercial travelers coming within the limits of the province, but he found his troubles had just begun, as, in the first place, he had to catch the traveler, and this was by no means easy. For that reason he was glad to abolish the tax in question.

"The City of Montreal" was proposed by John Paterson, Ald. Clearihue replying on behalf of the mayor. Mayor John T. McBride proposed "Trade and Commerce" in a nice speech and George Caverhill, of the board of trade, replied as did also C. H. Catelli, president of the chambre de commerce and Hon. J. D. Rolland, president of the Canadian Manufacturers' Association. Ed. Duckett proposed "Transportation" and Wm. Stitt and George Ham responded. "The Press" and "The Ladies" were also fittingly toasted.

The table was quite up to the standard set by the association, thanks to the dinner committee, which was composed of: Max. Murdock, convener; L. W. Anderson, S. J. Mathewson, E. D. Marceau, Major John T. McBride, Geo. A. Mann, W. J. Egan, J. S. N. Dugall, F. S. Cote, R. Dionne, J. F. L. Dubreuil, J. Fred Dugan, A. L. Friedman, J. B. Giles, Ludger Gravel, F.



S. J. MATHEWSON, VICE-PRESIDENT.

E. Guilbault, D. M. Lefebvre, H. M. Levine, John Paterson, F. N. Picard, Jas. Robinson, Leon Rolland, O. A. Thibault, R. C. Wilkins.

Mr. Edward F. Qau has returned from the Northwest and will join the selling force of the MacLaren Imperial Cheese Co., Limited, on January 1st.

A winding-up order has been issued for the placing in liquidation of the Horace L. Boisseau Co., Montreal, dealers in wines and groceries. The assignment was demanded for H. Lapointe, whose claim amounts to \$269. The liabilities are estimated in the neighborhood of \$3,000, and most of the creditors, it is said, are merchants in France. Napoleon St. Amour has been appointed provisional liquidator.

FRUITS, VEGETABLES AND FISH

Firmer Tone in Orange Market, Business More Quiet in Vegetables—  
Fish Market Featureless This Week.

During the past week a firmer feeling is noticeable in the orange situation. Prices have, no doubt, touched the bottom. Dealers look for a steady advance and the market will become normal before long. Business is reported quite satisfactory for the holiday season and heavy trading occurred in nearly all lines of fruits. Lemons are easier, due to regular shipments of new crop. Apples are not so firm. Bananas are in fair demand. Choice strawberries have been on the market, but are slow.

The vegetable market is quiet. Potatoes have declined. The supply is good. Domestic vegetables are not selling briskly. This is natural at this time of the year. Some fancy imported tomatoes, lettuce, onions and parsley are being offered.

Business is not so brisk in fish. No changes in prices have occurred. Supplies of ciscoes and whitefish are scarce. Fresh Labrador herring is arriving. Oysters are reported to be selling well.

MONTREAL.

GREEN FRUITS—Strawberries at 80c a quart were offered to the trade as a New Year novelty, but sales were not numerous, partly because the lots brought on here were not large, but more owing to the fact that the price was entirely beyond the trade of the average grocer. Apples are somewhat easier. Oranges are selling fairly well at prices quoted. Lemons are lower and pineapples advanced.

Bananas, fine stalk.....	2 00
" jumbos.....	2 25
Cocoanuts, new, per bag.....	4 50
Lemons.....	2 25
Florida oranges, box.....	2 75
Mexican oranges, box.....	2 25
Porto Rico oranges, box.....	2 25
Jamaica oranges, bbl.....	4 00
Valencia oranges.....	2 75
Tangerines, half-box.....	3 00
Pineapples, case.....	5 50
Grape fruit, box.....	3 00
Almeria Grapes, keg.....	4 00
Cape Cod cranberries, bbl.....	10 00
Nova scotia cranberries, bbl.....	6 00
Kumquat, qt.....	0 25
Straw berries, qt.....	0 80
Apples, Jamaica, 'b.....	4 00
" other fall varieties, bbl.....	2 75
Evergreen wreathing, bale.....	2 01
Mistletoe, case.....	6 01

VEGETABLES—California celery has declined 25c. while Florida tomatoes and Boston lettuce are also easier. There has been a drop in New Orleans shallots, while green peas have declined \$1 to \$1.50. A very nice trade is being done, though the holiday reaction has set in and resulted in a diminishing number of sales, especially of high priced truck.

Parsley, per doz bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sage, per doz.....	0 40
Savory, per doz.....	0 40
Cabbage.....	0 20
Turnips, bag.....	0 65
Celery, doz.....	0 25
California celery, crate.....	5 00
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	3 50
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 01
Potatoes, per bag.....	0 80
Sweet Potatoes, basket.....	3 25
Beets, bag.....	0 60
Carrots, bag.....	0 60
Tomatoes, Florida, crate.....	4 50
Potatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75
" large crates.....	2 25
Canadian onions, lb.....	0 01
Boston lettuce, hot house, per doz.....	0 80
New Orleans shallots, doz.....	0 60

Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horseradish, per lb.....	0 12
Beans, green, basket.....	5 00
Beans, wax basket.....	5 50
Egg plant, doz.....	2 00
Green peas, basket.....	5 00

FISH—A very fair volume of trade was transacted during the course of the week, though the holiday on Wednesday did not help matters very much. Sales for Friday's trade, however, were quite satisfactory. Oysters continue to sell freely in all parts of the country. Prices have not been changed since last report.

Fresh and Frozen Fish.

Haddock, express, per lb.....	0 04
Halibut, express, per lb.....	0 02
Mackerel.....	0 10
Dore.....	0 07
Pike, lb.....	0 01
Cod fish, l.....	0 04
Steak cod, lb.....	0 05
Whitefish, lb.....	0 04
B.C. salmon, lb.....	0 08
Qualla Salmon, lb.....	0 17
No. 1 Smelt's, lb.....	0 9
New tomcods, bbl.....	2 25
Sea herring, bbl.....	1 80
Smoked and Salted—	
Haddies, box, s, per lb.....	0 08
Kipperd Herring, 50 in box.....	1 60
Smoked herring, per small box.....	0 15
Yarmouth Bloaters, per box.....	1 20
St. John bloaters, box.....	1 00
Prepared and dried—	
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, 20 lb. boxes.....	0 03
Boneless fish, 20-lb. boxes, bricks.....	0 05
Boneless fish, 25-lb. boxes, per lb.....	0 05
St. John bloaters, box.....	1 00
Oysters and Lobsters—	
Standards bulk, per imp. gal.....	1 50
Selects bulk, gal.....	1 70
Malpeques, bbl.....	8 00
Paper palls, 100, pint size.....	0 80
" 100, quart size.....	1 00
Boiled lobsters, lb.....	0 18
Live lobsters lb.....	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl.....	5 60
" per half bbl.....	3 15
No. 1 Nova Scotia, per bbl.....	5 25
" per half-bbl.....	2 90
No. 1 Haddock, bbl.....	6 50
No. 1 Pollock, bbl.....	6 00
No. 1 Mackerel, 20-lb. kitta.....	1 75
No. 1 s-a trout, 100 lb. kegs.....	6 00
Small Green cod, per bbl.....	6 10
Medium " " ".....	7 50
Large " " ".....	7 01
Labrador Salmon, 1-bbl.....	5 50
Salt sardines, bbl.....	3 25
" 1/2 bbl.....	3 25
No. 1 salt eels, lb.....	0 07

TORONTO.

GREEN FRUITS—The chief feature of the week is the firmer tone of oranges. It was impossible for oranges to remain at the rock-bottom prices being quoted a fortnight ago. A reaction was bound to set in and it looks as if the prices will make a steady advance. At present they are selling well at higher prices. Lemons are easier and have declined. This is only natural as the new crop of Messinas are beginning to arrive in good quantities. A further decline is practically certain. Grape fruit is meeting with a good demand. Bananas are steady. Cranberries are a shade easier. Almerias remain unchanged. Tangerines are rather scarce.

Oranges, Florida's, new.....	2 01
Oranges, Mexicans, new.....	1 25
" naval, new.....	2 50
" Valencias.....	2 50
Lemons, California, 210, 300, 360, 420.....	3 00
" Messinas, new crop.....	2 25
Grape fruit, 54's 80's, 96's.....	4 80
Apples, No. 1 winter fruit.....	3 75
" No. 2.....	2 75
" lower grades.....	2 00
Bananas, Jamaica firsts, per bunch.....	1 65
Bananas, jumbo bunches.....	2 00
Bananas, 4 hands, green.....	1 25
Bananas, Firsts.....	1 85
ul rces, per basket.....	0 51
Cranberries, per bbl.....	9 00
Almeria grapes, per keg.....	5 50
Tangerines.....	3 00

An old saying is for one to "Start the year right" you will do so by ordering your wants in the fruit line from us We offer you the following

- Voiunteer Brand California Navels
- Rose Brand California Navels
- Mexican Oranges
- Bahama Oranges
- Jamaican Oranges

Florida, Jamaican and Bahama Grape Fruit, Grapes, Cranberries, Figs, Dates, Nuts, Oysters, Haddle, etc.



25-27 Church St., TORONTO

WE PACK

"Golden Flower"

So as not to admit of competition.

Grown and Packed by

The Redlands Golden Orange Association Redlands, Calif.



VEGETABLES—Potatoes are easier and have declined a few points. Business is rather slow, though shipments are arriving freely. There has been an improvement in the quality of Delawares. Other lines of domestic vegetables remain stable at unchanged prices. Turnips and cabbage are meeting with a good demand. Some very fancy imported beets, carrots, green onions, parsley, lettuce, tomatoes and cucumbers are being handled, though not in large quantities. California celery is brisker.

New Brunswick Delawares, per bag	0 90
New potatoes, Canadian, per bbl.	0 85 1 90
Sweet potatoes (Jersey), per bbl.	3 00 4 00
Onions, Spanish, per case	2 40 2 50
per bag	1 00 1 20
Green onions, per doz.	0 75
Beets, per bag	0 90 0 95
Cabbage, per doz.	0 40 0 60
Carrots, Canadian, per bag	0 60 0 70
Turnips, per bag	0 35 0 40
Parsnips, per bag	0 75 0 80
Cauliflower, per doz.	0 60 1 50
Parsley, per doz.	0 35 0 40
Celery, Canadian, per doz.	0 35 0 40
California, per doz.	0 75
Lettuce, imported	1 00
Cucumbers, imported, per doz.	1 50

FISH—No material change is reported. There is a scarcity of ciscoes and whitefish. Cod, halibut, finnan haddie and herring are selling briskly. The first Labrador frozen herring of the season have arrived and are a good sample, being large and bright. Oysters still sell strongly and dealers report big trading. Prices are unchanged.

Perch, large, per lb.	0 07 0 08
Blue pickerel, per lb.	0 06 0 08
White fish, Georgian Bay, per lb.	0 12
Whitefish, winter caught, per lb.	0 10
Haddock, frozen, per lb.	0 07 0 08
Holland herring	0 90 0 95
Herring, medium, per lb.	0 07 0 08
jumbo, per lb.	0 10
British Columbia salmon, per lb.	0 12
Qualla, per lb.	0 09
Trout, fresh, per lb.	0 09
Ciscoes, per basket	1 00
Labrador herring, fresh, per 10.	2 40
Halibut, fresh caught	0 09
Shredded cod, per lb.	0 06
Shredded cod, per doz.	0 80
Halifax fish cakes, case	2 40
Acadia tablets, per case	4 80
Live lobsters	0 20 0 35
Bluefish, small white, per lb.	0 07
Mackerel mediums, each	0 12
large	0 25
Finnan Haddie, per lb.	0 08

The Canadian Grocer is in receipt of a very attractive greeting card from Wm. Clark, Montreal. It is one of the neatest which has come to the office, being simple and artistic, and containing nothing but cordial compliments of the season.

### SHIP TO US

We pay the highest market price for

### DRIED APPLES

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

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

Packers and Exporters

7 and 9 Market Street

HAMILTON

# FISH! FISH!

## FOR JANUARY

**Frozen Halifax Sea Herrings**

**Halibut                      Salmon                      Bloaters**

**Labrador Herrings                      Trout**

**White Fish                      Oysters, opened and in shell**

**Lobsters                      Finnan Haddie**

Everything good in Fish at MODERATE PRICES.

**WHITE & CO., Limited**  
**Hamilton and Toronto**

## FROM SONORA COUNTY, MEXICO

come those beautifully sweet Oranges, packed under "Star" brand. You can't beat them.

**W. B. STRINGER & CO.**

SOLE AGENTS,                      -                      -                      TORONTO

**Oranges**—Navels, Floridas and Mexicans.

**Lemons**—Californias and Messinas.

**Almeria Grapes**—Fancy quality at specially low prices.

**Grape Fruit**—Fancy Bahamas, all sizes.

**Bananas**—Fancy, Ripe, Yellow Fruit.

**Oysters**—Best Long Island and Baltimore Standards.

**Haddie**—Syda and Cousins and other best brands.

*Let your orders come to us and get the good goods and at the right prices.*

**HUGH WALKER & SON**

Established 1861

**Guelph, Ont.**

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

## THE SITUATION IN THE WEST

Christmas Trade Up to Expectations—Air of Cheerfulness Prevails—Wheat Market Stronger.

By our Special Winnipeg Correspondent.

The last three days of the Christmas trade proved fully up to expectations and though, of course, there is a profound lull this week there is a general air of cheerfulness, and stocks are being gone over in anticipation of the usual January sales. Staffs in a number of the department stores are being reduced and in this respect things are being cut more finely than they have been for some years, and that is at the present practically the only indication of hard times, so far as the retail trade is concerned.

The lessening of staffs, however, is not confined to the retail trade, but is quite general throughout the city.

All the large western mills, except the Ogilvies, have closed for a period, the Lake of the Woods Milling Co., at Keewatin, having closed for a week. It is expected, however, that they will reopen very early in the New Year.

The wheat market has been remarkably steady all week, in fact, it is about the steadiest and strongest holiday market that anyone on 'Change can remember. The feature of the market is the excellent cash demand for all grades of wheat, but more particularly for low grades. Receipts for the week have been very good, though not as large as for the preceding week, although the movement continues good.

The weather was very mild up to the day before Christmas, but when the west got up Christmas morning it found a drop in temperature that was more in keeping with the season. The day after Christmas was very mild again, but since that day it has been sharply cold, with the clear blue sky and gorgeous sunshine so familiar to the old-timers. The winter is well on its way and the drop in wood prices is a pretty good guarantee that there is no danger of a fuel famine, so far as the city is concerned at any rate.

The "Forward Winnipeg" movement is receiving a great impetus just now. There was a meeting called in the Walker theatre for Friday evening, 27th inst., to listen to addresses about what Winnipeg could and should do and to look at pictures of what Winnipeg had done. The meeting was a very notable gathering. The theatre was packed to

the "gods" with a splendidly representative audience of men and women, the speakers were well chosen, the addresses short and pithy and the spirit of the whole meeting excellent. If any one down east is feeling blue about the west it is a great pity that they could not have attended that meeting, it certainly would have proved an inspiration. One thing is sure, whoever is feeling blue about Winnipeg, that city is not feeling that way itself, and in passing it might be remarked, she is on the spot and in an excellent position to know how things really are. The definite object of this meeting was to form a community club, which, as a matter of fact, has already been formed and has something over 2,000 members, men and women pledged to promote the advancement of the city in every way possible, to believe in it, and to help others to do the same. The little pause that has come with the present financial stringency has given the westerners time to get a second wind, count their mercies and their opportunities and go ahead. Perhaps the most sane and forceful statement made at this great meeting fell from the lips of John W. Dafoe, editor-in-chief of the Manitoba Free Press, who had been asked to speak on "The Best Type of Citizen." Mr. Dafoe said: "The best type of citizen to-day is the man who is as far removed on the one hand from recklessness as he is on the other from cowardice. The conditions that have alarmed the timid are only in a very slight degree attributable to local causes, and while the present may be a period of anxiety, there never was a time when the future of the west and therefore the future of Winnipeg, was more assured than it is to-day." In giving voice to these sentiments on the platform Mr. Dafoe was but giving sound to the written policy of the great paper over which he presides. This has been to tell the truth without fear and without apology and to re-affirm continually that in spite of any temporary drawbacks the west is all right.

Before this reaches readers of the column it will be 1908, but not too late to wish everyone, east and west, a very Happy New Year.—H.

### 3 CARS "BRONCO" Brand NAVEL ORANGES

in transit for early

**JANUARY BUSINESS**

**Be up-to-date and buy  
the best.**

Heavy, Juicy and Sweet.

**White & Co.**  
Limited  
Sole Distributors  
Toronto

### Highest price paid for DRIED APPLES

**O. E. ROBINSON & CO.**  
Established 1886  
Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR



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

**LIBERAL TERMS.**

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

**Wishing you a Happy and Prosperous NEW YEAR.**

**THE DAWSON COMMISSION CO., - TORONTO**

This can be realized by shipping your produce to us.

### J.V DE YBARRONDO & CO

Successors to James Violett & Co  
IMPERIAL PLUMS IN BOTTLES

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

WALNUTS IN SHELL & SHELLED  
GREEN PEAS OLIVE OIL  
MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

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

### ON A TRIP TO EUROPE.

C. L. Marshall, Canadian manager of the MacLaren Imperial Cheese Co., Ltd., accompanied by Mrs. Marshall, left on Thursday, December 26th, for New York, where they would be joined by Mr. and Mrs. A. MacWillie, of Detroit, when the entire party embarked on S.S. Mauretania for Europe. Mr. Marshall and Mr. MacWillie will spend some time in Great Britain and on the Continent making business connections for the company, and laying plans for the new year's business.

Before leaving Toronto a presentation was made to Mr. Marshall by the office employes, while Mrs. Marshall was remembered by the travelers.

**There is no better article to push  
at this season than**

# Halifax Shredded Codfish

THERE is none that will give your customer more satisfaction, nothing in the line of foodstuff that is more economical. We find the sale of



This Trade Mark  
on every package

## Halifax Shredded Codfish

is growing in all parts of the country. Not only in the east, but in the west, as well. From Sydney to Vancouver there is scarcely a grocery store but is carrying and selling more or less of this fish.

No Waste, No Dirt, No Bones, Just Fish.

And all ready for the cook to make it into hot fish balls, which everybody likes for breakfast in the cold winter days.

## Atlantic Fish Companies, Limited

LUNENBURG - N. S.

1907

# ASK FOR Brunswick Brand

1907



- 1/4 OIL SARDINES,  
Sanitary & Hand
- 3/4 and 1/2 MUSTARD SARDINES
- 1/2 TOMATO SARDINES
- HERRING IN TOMATO SAUCE
- KIPPERED HERRINGS
- FINNAN HADDIES
- GLAMS AND SCALLOPS

ALL NEW PACK

**Connors Bros., Limited**

Black's Harbor, N.B.

The **FIRST** genuine Norwegian Sardines imported into Canada, and the **FINEST** of any or all Sardines are

# "King Oscar" Sardines

They are selected fish, packed in pure olive oil. (Government inspection.) Make them leaders during 1908.

**J. W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON

# Haddies, - Kippers, - Bloaters

Frozen Sea Herring, Haddock and Cod  
Halibut, Salmon, Lake Fish  
Boneless and Prepared Fish  
Salted and Pickled Fish  
Oysters in Bulk and Shell

Large Assortment.

Close Prices

Price List Mailed on Request.

**THE LARGEST FISH WAREHOUSE IN CANADA.**

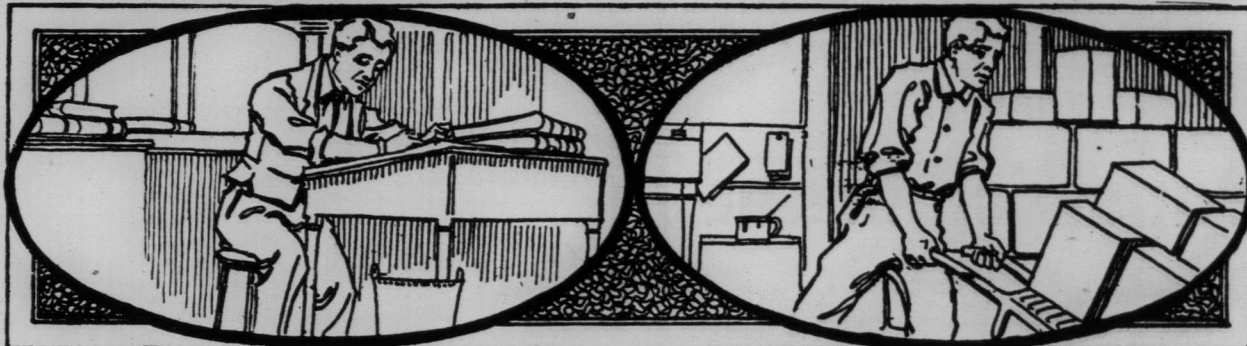
P. O. Box 639.  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

20, 22, 24 and 26 Youville Square,  
Near Customs House

MONTREAL

Branches :  
ST. JOHN, N.B.  
MONTREAL  
GRAND RIVER  
GASPE, QUE.



## ALWAYS HUSTLING

We have started this new year with a strong determination to make this our record sales year, and feel confident we will be able to do so. All we ask is your co-operation, Mr. Store-keeper. Send us your orders, and we will do the rest by giving you the best value and service to be had for your money.

**FRESH, FROZEN, SALT, SMOKED**

### FISH AND OYSTERS

### THE F. T. JAMES CO., LIMITED

Wholesale Fish and Oyster Distributors

F. T. JAMES, Manager

76 COLBORNE STREET, TORONTO

H. C. ROWE &amp; CO.S

Long Island Native

# CHOICE OYSTERS

40 years experience in producing has placed these Oysters in their high position in the trade.

## White & Co., Ltd.

Toronto and Hamilton

Sole Distributors

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. 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 postage, etc.

#### BUSINESS CHANCES.

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

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

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

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

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

#### WANTED.

**WANTED**—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred. Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

#### TRAVELERS WANTED.

**WANTED**—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

## GOOD PROSPECTS IN NOVA SCOTIA

Christmas Trade the Best in Years—Money Circulating Freely—A Revival in Agricultural Interest—Meeting of Provincial Fruit Growers.

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., Dec. 30.

That the Christmas trade in Halifax was the best in years is the general report made by the merchants of this city. The rush of Christmas shoppers on the opening days of the week was very great. In fact business was so brisk that merchants would give no guarantee for the delivery of goods on the day of purchase. Money was circulated freely and the goods purchased were of a high class. The only firms complaining of any slackness in trade were the dealers in rubber goods and the furriers, but the dullness in these lines was due to the unseasonable weather. There has been no snow in Halifax to speak of and very little frost so far this season, and in consequence winter goods have been in light demand thus far. Poultry was very plentiful and the price much lower than at the same season last year. Turkeys sold for 15 cents, which is seven cents lower than the price quoted during the Christmas season of 1906. Other lines of poultry were also proportionately low. The grocery trade was good and the fancy bakers and the confectioners and fruit dealers also found trade quite brisk. Confectionery was much higher than last year, chocolates in particular showing a heavy increase, but this did not seem to have any effect on the demand, the sales of high class box goods being very large.

Some of the largest firms found the trade so brisk that they arranged to feed their employes on the premises, while others sent their help to nearby restaurants. This is an innovation on the part of these merchants and it proved most satisfactory to both employers and employes.

Notwithstanding the mild weather and the hens being out of doors, the receipts of eggs do not show any increase, and the price for fresh stock is very high. Quite a lot of choice dairy butter in small tubs was marketed Christmas week and it found a ready sale at 30 cents.

Sylvester Archibald, of Lacombe, Alberta, is visiting his former home in Truro and friends in other parts of Nova Scotia. Mr. Archibald left Truro about ten years ago and since then has been engaged in the dairy business in the west. He is now manager of the Ferry Bank Dairy, which has lately been started by the government. Mr. Archibald says that dairying is one of the great growing industries of the west, and the future for it looks very bright.

That there is a revival in agriculture in Nova Scotia is shown by the large number of applications received by Principal Cumming from intending short course students at the Agricultural College, Truro. The number to take the next course exceeds that of

any previous year in the history of the institution and they are coming from New Brunswick, Prince Edward Island and Nova Scotia. The course opens on January 2.

The annual meeting of the Nova Scotia Fruit Growers' Association was held at Berwick last week and representatives from all over the province were present. Among the many excellent addresses delivered was one by Lieut.-Governor Fraser, who urged the farmers to keep their sons at home on the farm. Nova Scotia was rich in soil and as a fruit growing country, it is not surpassed in the world. The association will make a determined effort to rid the province of the brown tail moth, which is so destructive to fruit, and with that object in view has increased the bounty from three to ten cents for the destruction of nests.

#### IMPROVEMENTS IN FACTORY AND STORE.

An automatic fire sprinkler system is being installed in the "Surprise" soap factory, at St. Stephen, N.B. Last year, extensive enlargements and improvements were made in the factory to take care of the increasing trade on "Surprise" soap. This sprinkler system protects the factory against fire, which would mean interruption to business and consequent loss of more or less trade.

The St. Croix Soap Co. state that they have now the most complete and best equipped laundry soap plant in Canada.

The Hudson's Bay Co.'s stores at Portage la Prairie have been completely remodelled during the past season, also a large addition, which will about double the company's stores. The store throughout is being fitted with the most up-to-date facilities, which include a full car of Weir wardrobes and silent salesmen, manufactured by Jones Bros., Toronto. The company's store now at Portage la Prairie is one of the best departmental stores in Manitoba, and a flourishing business is being done.

G. H. Ramsay, manager of the Ingersoll Syrup Co., Montreal, has returned from a trip to Toronto and western Ontario.

R. J. Helstrop, representing E. W. Gillett Co., Ltd., in Nova Scotia, favored The Grocer with a call this week. Mr. Helstrop reports that business generally is satisfactory down by the sea; and taking everything into consideration, trade conditions down east were better than is reported in other parts of Canada. The fishermen had a good season and prices received were good. His observations in the fishing ports all tended to confirmation of this report. Mr. Helstrop will return to his ground about January 5.

## BRIGHT OUTLOOK IN NEW BRUNSWICK

**Christmas Trade Very Satisfactory—New Year Will Open Well—Flour and Cereals Advancing—Large Winterport Business.**

Special Correspondence of The Canadian Grocer.

St. John, N.B., Dec. 30.

The retail grocers report that the Christmas trade of 1907 has been very satisfactory, and fully up to previous years. The year has been a very successful one, both in retail and wholesale circles. The local merchants feel much gratified that business has been so good in view of the fact that in other portions of the Dominion and the United States there has been such a depression.

Frank E. Williams, of F. E. Williams & Co., said their business had been very good, a large percentage better than last year. This was so in the pork packing and wholesale fruit trade, as well as the retail grocery business. Mr. Williams said he thought trade generally was very satisfactory and he could see no cause for the alarmist reports of hard times. He thought the outlook for 1908 was very good.

W. Alex. Porter reported business about equal to other Christmas seasons. There was possibly a little falling off in cash business on account of the loss of sleighing, which prevented many of the country people from getting into the city. The outlook for the coming year was considered very encouraging.

Walter Gilbert said the Christmas trade with him was the best he had

ever had and he had no reason to complain.

P. Nase & Sons, whose business is largely with the up-river country people, said their Christmas trade had been very good, considering the absence of snow, which naturally kept many of their customers away. They, however, found business about up to the average and were anticipating a good year in 1908. Previous to the close of navigation, they did a very satisfactory trade.

In wholesale circles, it has been quiet during the past week. The travelers are all in and many of the dealers are busy taking stock. Some of the jobbers still wait until January 31st to make up their yearly statement, but the majority close their books with the end of the year. It will, no doubt, be quiet for some days yet, as the travelers do not start out again until the first or second week in January.

There have been scarcely any changes in prices. The flour situation is very strong. Wheat has been advancing daily and an increase in the price of flour is looked for shortly. Sugars are very firm and an advance is looked for early in January, if not before.

In the country market there was quite a noticeable advance the day before Christmas. Turkeys, which had been selling at 17c to 19c, jumped to 22c and 23c a pound, and other lines of poultry also advanced. Dealers think that these high prices can hardly be maintained for New Year's trade. Turnips, potatoes and squash have all advanced in price. As for potatoes, they are now quoted at \$1.50 to \$2 a barrel, and dealers say they will not likely be any cheaper, as there is no more stock left in the country.

In Carleton county, oats are now quoted at 40c, and it is thought they will drop to 30c. Hay is lower, and is now off \$2 to \$3 a ton. Butter has dropped to twenty cents a pound.

Despite the discouraging reports the winterport business keeps well up to last year's mark. In fact, at the time of writing, is ahead of last season. The total exports through this port up to the present time, according to returns made at the customs house, from sixteen steamers is \$3,000,173, as compared with \$3,000,621 in nineteen steamers last year. The same number of steamers, nineteen, have sailed this year, as last year, but three of the vessels this year are not included in the total of exports. One of these steamers sailed in ballast, and the other two were West India boats, which did not load here.

Wm. Ferguson, Canadian manager of A. Klipstein & Co., was in Dundas for New Year's.

Frank Stafford, one of the progressive Barry's Bay grocers, was in Montreal the other day.

**A Man's Evening Pipe is most enjoyed when it is filled with delicious**

# T. & B.

The verdict of thousands of smokers is that **T. & B.** is the best pipe tobacco ever sold; because it is pure, properly grown tobacco, cured and flavored to perfection. It is mild and fragrant, and never clogs a pipe or bites the tongue.

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

**USE PROCESS IN CANADA.**

**New Fruit Drying Process Not Confined to California.**

The following letter from a reader of The Grocer draws our attention to Canadian enterprise in manufacturing industry:

"Editor Canadian Grocer:

"Noticing a small item in your interesting periodical of the 13th inst., entitled, 'New Process of Fruit Drying,' which deals with what is supposed to be a new method of drying fruit by artificial means, viz., a forced draft of hot air, which has recently been tested in California, I would like to say that it might be of interest to many of your readers to know that this process has been successfully used in Canada for the last three years. The writer, in company with an expert on forced draft experimented with this system in 1904 and applied it to evaporating that king of fruits, our beautiful apple, and this has been the means of producing the highest weight, a finer quality of goods, and quite equal to the green fruit when cooked. This fruit is now evaporated by the forced draft system in a specially prepared plant erected by the Biggs Fruit & Produce Co., Ltd., at Burlington and Georgetown, Ont. These driers have been fitted up with the latest improved devices in the way of power machines, elevators and carriers, to facilitate quick and clean work. The superiority of the outfit is partly due to this as the rapidity of the process of drying prevents oxidation and decay and also allows the retention of the natural bright color of the apples.

There are other very important features in this system of drying which it would be well to notice. For instance, in the primary stage of evaporating apples, intense heat is necessary for the fixing of the volatile oils, to which aroma and flavor are due. This can be accomplished with the hot draft system without danger of burning the fruit, thus obviating an occasional loss through direct fire heat.

"Again, during the season just past, somewhere in the vicinity of seven or eight evaporating plants have been reduced to ashes, and as far as I know they were all using the direct fire heat system, which is most dangerous, and this great loss individually and collectively might have been largely avoided by using the new process, which reduces this danger to a minimum.

"Hence, the recommendations of the new process are better goods, larger output, fire danger reduced to a minimum, and the California driers do not seem to be quite up to date.

A. C. Biggs."

Burlington, Dec. 28, 1907."

**DISCUSS FRUIT-GROWING.**

**Annual Meeting of Quebec Pomological and Fruit-growing Society.**

The annual meeting of the Pomological and Fruit Growing Society of the Province of Quebec was held at St. Anne de Bellevue, at Macdonald College, December 18 and 19. There was a good attendance and several subjects of interest to fruit growers were discussed. Several interesting papers were read.

Prof. W. Stuart, of Burlington, Vermont, in his paper on "The Growing of

an Apple Orchard," expressed the opinion that sufficient young orchards were not now under cultivation to take care of the needs of trade, and recommended greater care and study on the part of growers in order that the industry should not be allowed to fall off in volume or quality of fruit produced.

An interesting talk on the fameuse apple was given by R. W. Shepherd. He traced its growth in commerce from its discovery, and called attention to the danger of the fameuse becoming extinct. He said that many trees had been killed by winter frosts and that orchardists had not been exercising proper care in the growing. The price of fameuse apples would increase yearly, and in his opinion the grade would be quite scarce in this province in 1930.

"Co-operation in the Marketing of Apples," was the paper read by Prof. John Craig, of Ithaca, N.Y. In pointing out the advantages of co-operation he said that each grade could be made the best of its class, and uniform, while the appearance of the package was materially improved. In this way the confidence of buyers was secured. Again, the cost of transportation was lessened, and better prices were obtained, while it was possible to make quite a saving in the growing of fruit through co-operation in the buying of supplies.

Speaking of winter killing of trees in this province, Prof. W. T. Macoun, of Ottawa, commented on the great loss suffered yearly by orchard owners owing to the damage done by frost. This could be avoided if the hardiest trees were planted. C. P. Newman, Lachine, stated that the Ben Davis apple was more liable to danger during the winter than any other. In his orchard about 60 per cent. of these were destroyed annually.

A daintily printed "Season's Greeting" folder was sent out to the trade by the Canadian Cannery last week. It is worked on deckle-edged paper with a wreath of holly in colors and the company's trade mark in gold trimming.

Handle

**OLD CHUM  
Cut Plug  
Smoking  
Tobacco**

It's a Trade Bringer

**McDOUGALL'S**

**CLAY PIPES**

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

THE FIRM OF

**JOS. COTE**

Importer of Pipes and Smokers' Sundries, of QUEBEC, thanks its numerous customers for their esteemed patronage during the year 1907, and wishes them all a Happy and Prosperous New Year.

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

**BLACK WATCH**

**The Big Black Plug  
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



Additional Correspondence

CHATHAM.

Butchers who bring their meat into the market for sale are said in many cases to be weighing their meat short. As a rule the quarters are weighed before being brought in, and it is stated that often quarters weighing 16 or 17 pounds are ticketed at 20. A local butcher states that he had a large quarter brought to him marked 75 pounds, which weighed only 45. The producer, when questioned, declared that the scales must have been wrong. As a rule, buyers never weigh their meat, and never know how many pounds they are getting. A moveable market scale is suggested as a remedy, to enable buyers to weigh their meat, and other market produce as well, when purchasing.

W. C. Crawford, the well-known Tilbury general merchant, announces his retirement from the reeveship. During his eighteen years at the council board—nine as councillor and nine as reeve—he has been a big factor in Tilbury's municipal life; and at the same time he has built up a business and conducted a store which are the admiration of city people. Had he chosen to remain in municipal politics another year, he would in all probability have been warden of Kent for 1908.

D. J. O'Keeffe, of the Triangle Grocery here, has received a commission to serve for three years as grand deputy of the C.M.B.A. for this district. The appointment was made by Hon. M. F. Hackett, grand president, of Stanstead, Que.

Barney Caplain, of Windsor, has purchased Bert Burling's general store at Cottam. Mr. Burling's future plans are not yet made public.

Amherstburg and Essex both report brisk little meat wars of late. In the former place steaks fell from 15c to 12½c; lamb chops from 18c to 15c, and other meats in proportion. In Essex the trouble was caused by a Colchester North farmer who moved to town, opened a butcher shop and proceeded to cut prices. Goslin's meat market forthwith retaliated by putting the best cuts, and chicken as well, down to 8c, and veal and pork to 10c. This disgusted Darius Hapgood, the other established butcher, who, rather than meet the prices, closed up his shop.

The Essex Canning Co. have so far shipped 125 cars this season, and have about 25 ready to ship, besides 25 carloads more of catsup, jellies, jams and apple butter ready to make up. The factory will be operated all winter with a staff of about a dozen. The west and Quebec have both taken largely from this output.

G. M. Sawyer's store at Leamington, which was recently visited by fire, has been repaired and painted, and presents quite a handsome appearance. Mr. Sawyer has laid in a large new stock for the Christmas trade.

Owing to recent changes in the proprietorship of the Settington grocery

at Leamington, the butcher shop of Settington Bros., operated in the same premises, has been closed till a more suitable location can be secured.

The new system of inspecting dressed hogs in Kent and Essex is now in full swing. Inspection is required only of such carcasses as may be destined for packing establishments in which inspection is maintained under the Act. As a result of the examinations, in Chatham, on Saturday, Nov. 30, the following have been appointed inspectors under the Meat and Canned Foods Act: Dr. W. B. Rowe, Blenheim; Dr. M. B. Perdue, Chatham; Dr. W. Clapp, Dresden; Dr. Jones, Windsor; Dr. Boyd, Tilbury. The change in the local regulations should logically allay the resentment of a majority of the hog rais-

WHAT ABOUT THIS?

The following from our Pembroke correspondent in regard to a much-discussed subject, seems to hit the nail on the head:

"Re the remarks I have read about accommodation for customers waiting and the recommendation for placing magazines on tables, etc., don't you think that instead of placing such goods for the customers, it would better serve the purpose if an extra clerk were employed to attend to the requirements of those patient ladies who would content themselves to sit down and peruse the pages of a magazine. If the suggestions of your correspondents were carried out, one could almost imagine a store being converted into something approaching the ante-room of a busy surgeon or dentist, and a boy approaching a lady with the statement, 'Your turn next, madam.' I certainly agree that the inside of a store should be made as attractive as possible, but I think that the employment of a good salesman would be of far more profit than any suggestion already put forth, or if, after this, it is still found that customers were still kept waiting, why not have a young lady, who would offer a cup of tea to those who cared to take it, and at the same time inform them that it is, 'Our special 50c tea,' or whatever price it may be, made from, and thus advertise an article that 'should pay' for the little expense incurred."

ers. The indications are, however, that nothing will allay their resentment except a rise in price.

Thos. McConnell is opening up a grocery at Dresden in the stand formerly occupied by R. Heyland.

The transient trader complaint has now arisen in the county, outside Chatham. At the meeting of Kent county council last week Barrister R. L. Brackin presented a petition signed by some 113 merchants, representing every section of the county, who requested an in-

crease of the present license fees to a figure which will more adequately represent taxes, insurance and other expenditures to which resident business men are liable.

Two classes are aimed at. The first are Assyrian and Italian peddlers, who go about the country with one or two packs, peddling cheap ornaments and jewelry. The second were general dealers with one and two-horse rigs, who drive around the country taking orders. The present fees range from \$1 for basket peddlers to \$45 for two-horse rigs. No figure was specified in the petition, but a recent increase of the Lambton license fee to \$100 was evidenced.

Some time ago P. C. Little, the Blenheim grocer, offered a \$9.50 set of dishes to the customer guessing nearest the number of seeds in a pumpkin. Incidentally, each patron making a \$1 purchase had a chance to guess. The correct number of seeds was found to be 709, the nearest guess, 708, being made by Mrs. W. J. Muckle.

Dauphin & Co., the well-known Ridgetown confectioners and tobacconists, are to occupy the west store in the new Sheldon block in that town.

A neat device for the housewife is the "Kitchen Reminder," supplied by H. Malcolmson's grocery to its patrons. It is a rectangular bit of board about 3 by 12 inches, and besides the name and telephone number of the firm, contains a printed list of some 114 grocery articles. Opposite each name is a small hole, and the housewife is given a supply of little wooden pegs. When the supply of an article is exhausted, she inserts a peg in the appropriate hole—and is ready with her list when the grocer man comes.

Christmas saw some good window displays here. Conspicuous in the list were those of John McCorvie, the Bradley Store, H. Malcolmson's, Harry A. Andrew, Wm. Anderson, the King Edward Grocery, and Mounteer's, confectionery, and these are only samples.

Hugh Malcolmson left last week for Winnipeg, to spend the holidays with Mrs. Malcolmson, who has been the guest of her daughter, Mrs. Drury, for three weeks past.

Glover's butcher shop on Nelson St., Wallaceburg, has changed hands, and will in future be run by Chas. Woolver and Roy Taylor. The new firm took charge last week.

A surer and better supply of ice in the summer is now promised Chathamites, who have occasionally suffered from lack of ice in the past. Fleming, Tillson & Co. are erecting permanent modern ice elevators at their houses near the civic sedimentation basis, which will greatly facilitate their work in handling the crop. They have added a 2,000 ton house on Adelaide Street and their capacity equals storage for 5,000 tons. With their Erjeau supply to draw from in case of necessity, their customers are assured of an adequate supply.



## THE CANADIAN GROCER

The name of Caleb Wheeler, of the Wheeler Cold Storage Co., has been frequently mentioned for the post of game warden for Kent and Essex, in succession to the late W. D. Wigle. Mr. Wheeler is a fish and game enthusiast, and is well posted on the subject. He has, however, written Hon. Dr. Reaume withdrawing his name, at the same time stating that in his opinion the duties of the position might conflict with his work as a friend of fish and game.

Dressed hogs have reappeared on the market, where they have been rather scarce of late. They brought \$6.50 per cwt. last week. Live hogs brought as high as \$5.50, though the price ranged pretty steady at \$5.25. Prices seem to have taken an upward trend.

E. R. Wigle, of Ruthven, has sold his general store and will go west. Will McDonald has bought the Ruthven butcher shop and opened up last week.

L. Laplant of Tilbury has installed a handsome new confectionery showcase in his place of business.

### SASKATOON.

Construction work on the Goose Lake branch of the Canadian Northern Railway has ceased for the winter. When it became known amongst the farmers of the district that work had stopped a mass meeting was held and delegates appointed to interview the company, for it was understood that the line would be completed and in operation by the end of the year. This line was intended to tap a vast wheat growing area and settlers are anxious to get their wheat marketed. If there is no railway it means hauling the grain for fifty or a hundred miles, which causes great expense and inconvenience. Besides the grain question, all supplies, coal and lumber, have to be taken out in wagons and it is doubtful if any part of the west is in more urgent need of a railway than this district. At the meeting held three delegates were chosen to interview the Provincial and Dominion Governments, and if necessary, the Railway Commission. Funds were raised to defray expenses and the delegates have started on their mission, with instructions to leave no stone unturned until some satisfactory understanding is reached.

The elevators present a busy scene these days and strings of wagons, may be seen wending their way thither loaded with grain. Most of the elevators in this district are already full and for some time there was a shortage of cars at the different points. This has now been somewhat relieved, but as thousands of acres have been under crops this year more than last, ample accommodation should have been made in the way of cars and elevators at an earlier date. In many cases there is no room to store the grain, which means that the farmer cannot get the money to pay his bills and provide for new supplies. This is most disappointing to the farmer and will have a bad effect on the stores in all lines. Some farmers complain that their grain is being graded too low, but in some districts it has been badly frozen and buyers say that they are giving all that it is worth. A number of

farmers have stored their grain in large bins which they had built for the purpose in order to hold it until prices advance. At Asquith several wheat granaries are being built for the use of farmers until a regular train service takes place. Very little wheat has been sold from the Elstow district, farmers preferring to wait until the Canadian Pacific Railway is in shape to handle the grain.

Speers & Paul are clearing off their stock on First avenue at reduced prices. They recently built new premises and it is their intention to have both branches of their business in one building after the first of the year. A portion of the new store is being partitioned off to be used as a meat department in connection with their business.

H. S. Hughes has opened a small grocery store. Some hardware is also carried in stock for convenience to the residents of the north end.

A new confectionery store has been opened on First avenue to be known as the Bell confectionery store.

A new bakery known as the Crescent bakery has started business on Spadina Crescent at the south end.

The A. J. Purdy Bakery Co. will shortly open a new bakery in Prince Albert. The building has been erected and will be equipped with the latest machinery, and an experienced baker has been engaged. It is purposed later to add a wholesale and retail candy factory.

G. C. MacDonald has announced to the public of Prince Albert hereafter he will conduct a strictly cash business and offers unquestionable advantages by the new system. The cash system is becoming more in vogue each year and the pity of it is that every storekeeper cannot adopt it. Strenuous efforts have been made in this direction from time to time, but it seems impossible to close the books against farmers, and especially large contractors who need large weekly supplies of provisions. Your Woodstock correspondent asks what is a merchant to do with a customer who has always paid cash, but who in these days of short hours and a tight money market is up against it. This problem is no doubt facing many storekeepers throughout the land and each has to solve it in his own way according to circumstances. One store here, known to your correspondent, treats the case in this way: If a customer comes and asks for credit the storekeeper explains that he is conducting a cash business and that no accounts will be opened under any circumstances. If the case is a needy one he tells them that they can have the goods, but that they will not be charged, and he has been known to do this repeatedly.

Mayor J. R. Wilson has been re-elected mayor of Saskatoon for next year by acclamation. At a large gathering the ratepayers unanimously endorsed the notice of motion recently presented

at the council that Mayor Wilson be given the sum of \$2,000 as reimbursement for the time and money he lost in looking after the affairs of the city during the current year. The citizens feel that the money has been well earned, the mayor having done his duty exceptionally well, a great many improvements having taken place.

A letter has been received here from the manager of a flour mill in Marquette, Kan., who inquires for particulars regarding the starting of a flour mill. He is anxious to know if the citizens of Saskatoon would be sufficiently interested in the project to subscribe stock to the amount of \$30,000, instead of giving a bonus, the stock to be preferred stock. The writer thinks the plan would be better than having a bonus, and the stockholders would get their money back in the course of time. The communication is in the hands of the Board of Trade and will likely be considered at their next meeting.

It is said that another meat packing house will be established here in the near future. A representative of the firm, which has a large plant in Edmonton, was here a few days ago and is expected to return shortly to make definite arrangements for temporary quarters.

At Lumsden the Hall Milling Co. are preparing to enlarge their premises, which have been found to be too small to cope with the increase in business this fall. A vast amount of grain continues to come to elevators in Lumsden and vicinity as it is said better prices are paid by the local dealers.

Walters & Sons, merchants, of Grenfell, have enlarged their premises. The seed fair held on the 10th inst. attracted a good deal of interest.

The Canadian Pacific now runs a passenger service through Lanigan, which means everything for the little town. Many new buildings have been erected lately, but now that there is a train service the place will grow rapidly. Several parties have secured sites and both business premises and dwellings will go up in the spring. Good water has been found in the locality.

From some complaints made by farmers it is evident that this has been a good season for grain buyers. In the absence of the competition of the commission man, and with so many grades to work on, the buyers have had it nearly all their own way, and have not hesitated to make hay while the sun shines. There has been some cause for grumbling on the part of farmers about the grading that has been done this year. The question of grain shipping and selling might well be taken up by the different boards of trade to find out if there is some way of standing by the farmer to see that he gets justice. If the seller does not get full value for his product, from which he earns his living, he suffers in consequence, his funds are low and he does not spend as freely as he would otherwise do. If the boards of trade are unable to do anything in the matter it might pay the farmers in some districts to have an experienced representative to look after their interests.

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They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**

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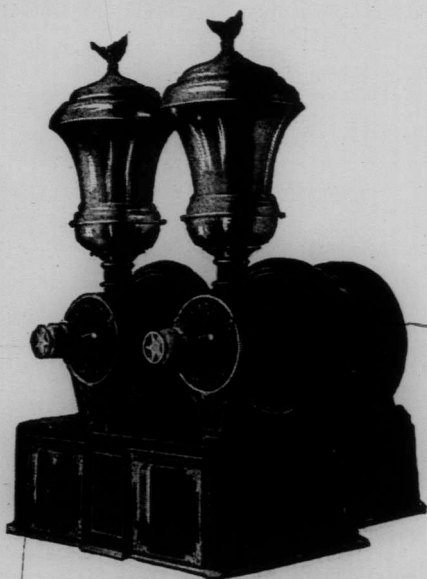
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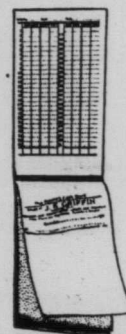
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YOU can confront a doubting customer with any item he may dispute and so avoid loss and friction. A postcard will bring particulars.



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Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

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The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with  $\frac{3}{4}$  h.p. motor for direct current, or  $\frac{1}{2}$  h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

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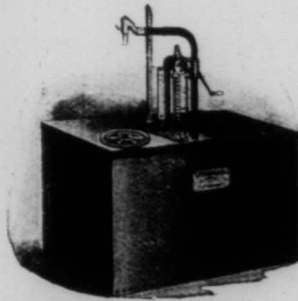
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Then you are losing from \$50 to \$500 a year

You are losing this amount through leakage, evaporation, spilling and careless handling. Besides the wasted oil, there is the time and labor lost in drawing the oil, measuring it and washing the hands after every operation.

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It's the Bowser Self-Measuring Oil Tank. In one operation it will pump the exact amount of oil desired directly into your customer's can and at the same time compute the money value. You can sell every drop of oil you buy, none of it is lost. You can sell the oil with as much cleanliness and convenience as though it were sold in package form.



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## CLERK HIRE COSTS MORE THAN Allison Coupon Books

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

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are money makers and business getters. They represent integrity, quality, value and profit; four essentials with every wholesale and retail grocer.

We extend to you our greetings and good will for 1908.

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**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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Pleases everyone.  
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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 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate..... 0 07 1/2  
7 and 14-lb. wood pails.....per lb. 0 07 1/2  
30-lb. wood pails..... 0 07 1/2  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb..... 0 07 1/2  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. 0 07 1/2  
30-lb. wood pails..... 0 07 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. geom) 2 doz. in  
case.....per doz. \$1 80  
5, 7, 14 and 30-lb. pails, per lb.....0 09 0 12

**Jelly Powders**



"Shirriff's" (all flavors), per doz ..... 0 90  
Discounts on application,

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.



Tierces ..... 0 09 1/2 20-lb. tins ..... 1 90  
4-bbls. .... 0 09 1/2 Cases 3-lb. " ..... 0 10 1/2  
Tubs, 60 lbs ..... 0 09 1/2 " 5-lb. " ..... 0 10 1/2  
20-lb. Pails .... 2 00 " 10-lb. " ..... 10 1/2

**Licorice.**

**NATIONAL LICORICE CO.**  
5-lb. boxes, wood or paper....per lb. \$0 40  
Fancy boxes (36 or 50 sticks)....per box 1 35  
" Ringed " 5-lb. boxes.....per lb. 0 40  
" Acme " pellets, 5-lb. cans....per can 1 90  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans.....per can 1 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
" " 30 5-lb. cans..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box....

**Lime Juice.**

**BATGER'S LIME JUICE CORDIAL.**  
Agents, Rose & Lafamme, Montreal and  
Toronto  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 doz. .... 1 85  
**BATGER'S LEMON SQUASH.**  
Agents, Rose & Lafamme, Montreal and  
Toronto.  
Quart bottles, 2 doz., per doz..... 2 90  
Pint " 2 doz. .... 1 85  
THOMAS J. LIPTON  
Prices on application.

**Lye (Concentrated).**

**GILLET'S PERFUMED.** Per case  
1 case of 4 doz..... \$3 50  
3 cases of 4 doz..... \$5 50  
5 cases of more ..... 3 40

**Mince Meat.**

Wethy's condensed, per gross net ...\$12 00  
per case of doz. net ..... 3 00

**Mustard.**

**COLMAN'S OR KERN'S.**  
D.R.F., 1-lb. tins.....per doz. \$1 40  
" 1-lb. tins ..... 2 50  
" 1-lb. tins ..... 3 00  
Durham 4-lb. jar.....per jar. 0 75  
" 1-lb. jar..... 0 35  
F.D. 1-lb. tins.....per doz. 0 85  
" 1-lb. tins ..... 1 45

**Olive Oil.**

**LAPORTE, MARTIN & CIE, LTD**  
Minerva Brand—  
Minerva, qts. 12's ..... \$5 75  
" pta. 34's ..... 6 50  
" pta. 24's ..... 4 35

**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

**SHIRRIFF BRAND.**



"Imperial Scotch," 1-lb. glass, per doz. 1 50  
" " 2-lb. " " 2 70  
" " 4-lb. tins, " 4 65  
" " 7-lb. " " 7 35  
"Shredded," 1-lb. glass, per doz..... 1 80  
" 2-lb. " " 3 00  
" 7-lb. tins, " ..... 8 00  
THOMAS J. LIPTON  
Prices on application.

**Sauces.**

**PATERSON'S WORCESTER SAUCE.**  
Agents, Rose & Lafamme, Montreal and  
Toronto.  
1-pint bottles, 3 & 6 doz., per doz..... 0 90  
Pint " 3 doz..... 1 75  
THOMAS J. LIPTON  
Prices on application.

**Soda.**



**COW BRAND.**  
Case of 1-lb. contain  
ing 60 packages pe  
box, \$3 00.  
Case of 1-lb. (con  
taining 120 pags.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 30  
1-lb. and 80 1-lb.  
pkgs), per box, \$3 00.  
Case of 50. pkgs. containing 96 pkgs., per  
box, \$3

**MAGIC BRAND.** Per case,  
No. 1, cases, 50 1-lb. packages..... \$ 75  
No. 2, " 130 1-lb. " ..... 2 75  
No. 3, " 30 1-lb. " ..... 2 75  
" 50 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.**

**A. F. TIPPET & CO., Agents.**  
Maypole soap, colors.....per gross \$10 30  
" black..... 15 30  
Oriole soap..... " 10 30  
Gloriola soap..... " 12 00  
Straw hat polish..... " 10 30

**Starch.**

**EDWARDSBURG STARCH CO., LIMITED.**  
Laundry Starches— per lb  
No. 1 White or blue, 4-lb. carton. \$ 0 07  
No. 1 " 2-lb. " " 0 07  
Canada laundry..... 0 06  
Silver gloss, 8-lb. draw-ld boxes. 0 08  
Silver gloss, 5-lb. tin canisters.... 0 08  
Edward's silver gloss, 1-lb. pkg. 0 08  
Edward's silver gloss, large crystal... 0 08  
Benson's suds, 1-lb. cartons..... 0 08  
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 50 to 3 00

**Culinary Starch—**  
Benson & Co.'s Prepared Corn.... 0 07 1/2  
Canada Pure Corn ..... 0 06 1/2  
**Rice Starch—**  
Edwardburg No. 1 white, 1-lb. car. 0 10  
" " " or blue, 4 lb. lumps..... 0 8 1/2

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb.... 0 6 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lb.... 0 07  
Barrels, 200 lb. .... 0 06 1/2  
Kegs, 100 lb. .... 0 06 1/2  
**Lily White Gloss—**  
1-lb. fancy cartons, cases 30 lb. 0 08  
8-lb. toy trunks, 3 in case..... 0 08  
8-lb. enameled tin canisters, 3  
in case..... 0 08  
Kegs, ex. crystals, 100 lb. .... 0 07  
**Brantford Gloss—**  
1-lb. fancy boxes, cases 36 lb. .... \$0 08  
**Canadian Electric Starch—**  
Boxes of 48 fancy pkgs., per case \$ 00  
**Celluloid Starch—**  
Boxes of 48 cartons, per case.... \$ 60





# BATGER'S

## Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME  
Agents  
MONTREAL AND TORONTO

When Ordering

# VALENCIA RAISINS

Ask for these Marks—

## "M.D. & Co. Beaver"

Special Fancy Quality

## "W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

**MAHIQUES, DOMENECH & CO.**

Agents: Rose & Laflamme

Montreal and Toronto

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Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
Money Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms, Brushes and Woodenware.**  
Stevens-Hepner Co., Port Elgin, Ont.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.

**Cans.**  
Acme Can Works, Montreal.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougal, D., & Co., Glasgow, Scot.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails, Nail Hooks, Strap-  
ping, Etc.**  
Warrington, J. N., Montreal.

**Cocoas and Chocolates.**  
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Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.

**Cocoanut.**  
Canadian Cocoanut Co., Montreal.

**Computing Scales.**  
American Computing Co., Indianapolis, Indiana.  
Computing Scale Co., Toronto.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.

**Cotton Seed Products.**  
Brayley, J. M., Montreal.

**Counter Check Books.**  
Carter-Crume Co., Toronto.

**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.

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Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Son, Hamilton, Ont.  
Fearman, F. W. Co., Hamilton.  
Ingersoll Packing Co., Ingersoll, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. J., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Decorations Table.**  
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**Egg Cases.**  
Star Egg Carrier Co., Rochester, N.Y.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto.  
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McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fluid Beef.**  
Bovril Limited, Montreal.

**Foreign Importers.**  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Tooth's Extract of Meat Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Ybarrodo, J. V., & Co., Bordeaux, France.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Nickerson & Hart, Halifax.  
Ratray, D., & Sons, Ltd., Quebec.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
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Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds.**  
Greig, Robert, Co., Toronto.  
Harty, J. B., Pictou, N.S.  
Kirouac, Nap. G., & Co., Quebec.  
McFall, A. A., Bolton, Ont.  
Nicholson & Bain, Winnipeg.  
Paradis, C. A., Quebec.  
Western Canada Flour Mills Co., Toronto.

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Adelstein, P., Montreal.  
Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Carter, S. J. & Co., Montreal.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Kerrigan, Lind, & Co., London, Ont.  
Lucas, Steele & Bristol, Hamilton.  
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Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
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**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
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Sprague Canning Machinery Co., Chicago.

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

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Batger's—Rose & Laflamme, Montreal.  
Goodwillie's—Rose & Laflamme, Montreal.  
Lipton, Thomas J.  
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Smith, E. D., Winona, Ont.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
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Adamson, J. T., Montreal.  
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Ashley & Lightcap, Winnipeg.  
Burnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Chausse & Cie, Montreal.  
Dunn, Wm. H., Montreal and Toronto.  
Elsom & Whitlock, Moose Jaw, Sask.  
Foley F. J., & Co., Edmonton, Alta.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Holmes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
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MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Richard, S. C., Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Standard Brokerage Co., Vancouver.  
Steele, M. B., Winnipeg, Man.  
Strang Bros., Winnipeg, Man.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
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Improved Match Co., Montreal.

**Meat Cure.**  
Bixler, F. P., Fremont, Ohio.

**Meat Extract.**  
Tooth's Extract of Meat Co., London, Eng.

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Davies, Wm., Co., Toronto.  
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Lytle, T. A., Co., Toronto.  
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Wethey J. H., St. Catharines.

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Brand & Co., London, Eng.  
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Ozo Co., Montreal.  
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Paterson's—Rose & Laflamme, Montreal.  
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Canadian Salt Co., Windsor, Ont.  
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Gray, Young & Sparling, Wingham.  
Toronto Salt Works, Toronto.  
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La Cie Des Savon Francais, Montreal.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

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Church & Dwight, Montreal.

**Starch.**  
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Terminal Warehouse & Cartage Co., Montreal.

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