

CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JANUARY 29, 1909.

NO. 5



It's the Food for Young and Old—

Robinson's Patent Barley

—Seasonable, healthful, nourishing
—Just the thing for this weather

It's a food you should sell.

Write for sample and particulars.

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

Still Talking Syrup

Yes, and it will pay you to TALK SYRUP to your customers now.

They want syrup. It's the time of year when young and old best enjoy a good table syrup
—particularly the children.

And, besides being healthy, pure, clean, wholesome and strengthening, if it's

“Crown Brand” Table Syrup

you are selling your customers, they will thank you for the reminder.

ASK YOUR WHOLESALE GROCER FOR “CROWN TABLE” SYRUP

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER



A profit to
be good must be
sure. Sure profits
are made only on
goods that have
a sure sale.



Quality is
essential to make
sales sure. In the
manufacture of
Imperial Products
quality is the first
consideration.



MacLaren Imperial Cheese Co., Ltd.,

Head Office,
TORONTO

"Shell" Brand Castile Soap



"SHELL BRAND"
(LA COQUILLE)



"SHELL BRAND"
(LA COQUILLE)

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers

Arthur P. Tippet & Co.

Agents

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.

Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market?
Every detail looked after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers Representative. Hamilton, Can.
Office, Myles Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery
Brokers.
WAREHOUSEMEN
can give close attention to few more first-class
agencies. Highest references.

MONTREAL

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

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and
Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one
or two more reliable houses with good
grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house
desirous of utilizing my excellent con-
nection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. 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 Grocery and Drug
Specialties. Dealer in Coffees, Spices,
Mustard, etc. Established eleven years.
More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

**DOMINION STORAGE
& FORWARDING CO., LTD.,**
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

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

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

Don Storage & Cartage Co.
Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in
city - Special cartage delivery -
Lowest rate of insurance.

WINNIPEG

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

(Continued on page 4).

'Tis Ever Increasing—

The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month. There must be some good reason for it. We can show you good reasons why you should push the sale of

WHOLE
OR
GROUND

"GOLD MEDAL" COFFEE

1 and
2-lb.
Sealed
Tins
Only.

PACKED IN AIRTIGHT TINS—making a convenient package to handle.

It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired.

It pays you a handsome margin, and with its steadily increasing sale is the most profitable coffee on the market.

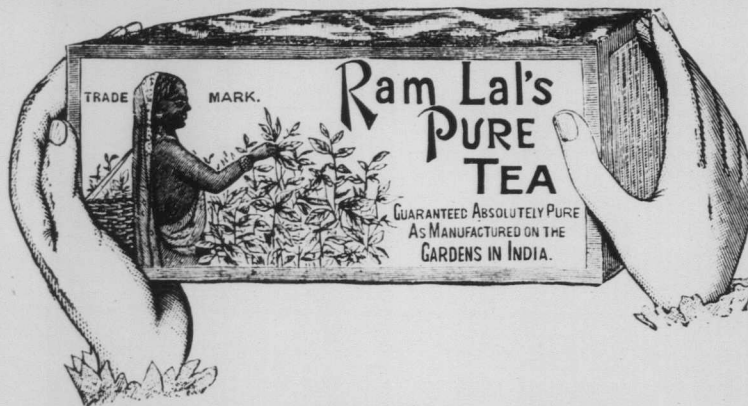
Our name is on every tin—a guarantee of unequalled quality.

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL
GOLD LABEL

1s and 1/2s	Costs you	30c per lb.
	You sell at	40c per lb.
1s and 1/2s	Costs you	35c per lb.
	You sell at	50c per lb.

LAVENDER LABEL
GREEN LABEL

1s and 1/2s	Costs you	42c per lb.
	You sell at	60c per lb.
1s and 1/2s	Costs you	50c per lb.
	You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.	\$1.75
		You sell at	50c per lb.	2.50
GOLD Tins	3s	Costs you	35c per lb.	1.05
		You sell at	50c per lb.	1.50
GOLD Tins	1s	Costs you	36c each	
		You sell at	50c each	

GOLD Tins	1/2 s	Costs you	18c each	36c per lb.
		You sell at	25c each	50c per lb.
RED Tins	1/2 s	Costs you	35c each	70c per lb.
		You sell at	50c each	\$1.00 per lb.
RED Tins	1/4 s	Costs you	18c each	72c per lb.
		You sell at	25c each	\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GVIE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

W. H. Escott
 141 Bannatyne Ave.
 Winnipeg - - - Canada
**Wholesale
 Grocery Broker
 and
 Manufacturers' Agent**
 For prompt service use the Wires

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
 You can make money as well as oblige your customers if you handle our
**Butcher Baskets,
 Clothes Baskets,
 Grain and Root Baskets
 and Patent Strawboard
 Berry Box.**
 We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
**The Oakville Basket Co.,
 OAKVILLE, ONT.**

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
 PHONE 159 SASKATOON,
 P.O. BOX 257. Western Canada

**Queen City Water
 White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

THE PEOPLE OF
JAMAICA
 are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLENER"
 might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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.

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



is without a peer in the Canadian market.
 No tea is more extensively advertised or better known.
 Good tea is a magnet which always draws trade.
 Ridgways Tea will be a trade winner for your store.
**CANADIAN OFFICE,
 VANCOUVER, B.C.**
 Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capita. 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 wholesaler, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

— OFFICES IN CANADA —

- | | | | |
|----------------|-----------------|----------------|----------------|
| CALGARY, ALTA. | 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. C. IRVING, Gen. Man. Western Canada, Toronto.

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, J.R., for mankind. \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.
 W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
 LYMAN, BONS & CO., Montreal, Canadian Agents.

"Make the Goods Talk"

That's good advice, and that's why Canadian Cannery products hold their supreme position.

It has always been the policy of the Management of the Canadian Cannery, Limited, to work for Quality.

The buyer of a can of goods with the Canadian Cannery Label knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :-

"Auto," Aylmer; "Canada First,"
"Log Cabin," "Little Chief," Bowl-
by's; "Horseshoe," Lalor's; "Grand
River," "Kent," Delhi; "Maple Leaf,"
Boulter's; "Lion," "Thistle," "White
Rose."

CANADIAN CANNERS, Limited



Why You Should Handle Old Homestead Brand

You can absolutely rely on its uniform high quality. Uniformity in unbeatable excellence is the claim we advance for OLD HOMESTEAD BRAND—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods. From the garden to the can Old Homestead Brand is transferred in the manner that preserves the full, delicious flavor and nutriment of the highest grade fruit and vegetables.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.
Picton Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

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

Select Hand Packed Tomatoes Refugee Wax Beans

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

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

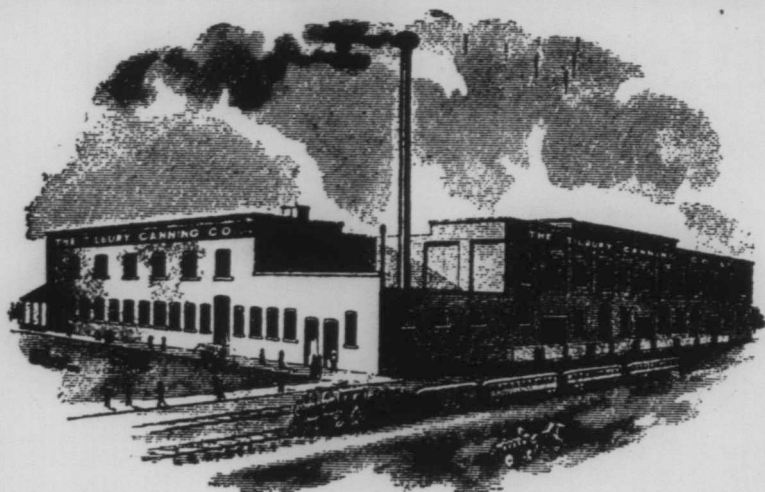
Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.



"Tilbury Brand" Canned Goods

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

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

RYAN BROS., Winnipeg { Sales Agents for Manitoba, Saskatchewan and Alberta.
WESTERN SALES AGENTS { A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

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

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

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

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

British Columbia Trade

can obtain supplies of

“Pure Gold”

Extracts

Salad Dressing

Jelly Powder

Powder

Quick Puddings

Borax

Baking Powder

Cream of Tartar

Condiments

Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

An Unforgettable Link

A man said to us the other day, "I don't see anything wonderful about the enormous sale of "SALADA." Why shouldn't it sell? See how it is advertised." But as we explained to him—No matter how extensive advertising may be the future of any article depends entirely upon the truthfulness or falsity of the claims advertised.

During the seventeen years "SALADA" has been before the public dozens of tea firms and wholesale houses have used every conceivable scheme to get their goods before the public—premiums, bonuses, discounts, long datings, limericks, sampling, demonstrating, newspaper advertising—everything in fact. But of what avail? Everyone of these firms have spent enormous sums in advertising but little or no money was spent on the tea itself.

The fact that "SALADA" has continued to grow in popular favor, year in and year out is because an unforgettable link has been established between "SALADA" advertising and "SALADA" quality.

As we have often stated we first put out a good tea then told the people of its goodness and the people bought it and have continued to buy it because "SALADA" has always been kept good.

Does it not show how willingly the consumer pays a fair price for a good article and how he hates a poor one.

The "Salada" Tea Co., - Toronto and Montreal

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

SYMINGTON'S

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH

**THE LOBLAW
CREDIT
SYSTEM**

Cuts your bookkeeping in half.
The less writing you do in bookkeeping,
the less chance to make mistakes.
A perfect system leaves a good impression
which means more business.

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

Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

THE CANADIAN GROCER



Every grocer nowadays has a call for Condensed Milk or Evaporated Cream,—Some more frequently than others—When the call reaches you let your answer be:

“Yes, Borden’s Brands

We have them —“Eagle Brand” Condensed Milk and “Peerless Brand” Evaporated Cream.”

None as good—better not possible.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened

**British Columbia
Buyers**

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

**Imperial Evaporated
Cream**

If you are desirous of pleasing particular customers who use evaporated cream give them, every time, **IMPERIAL BRAND EVAPORATED CREAM.**

This brand is put up in the finest dairying district in Canada in the most modern factory it is possible to build. The supply of pure milk is unending, thus ensuring uniform quality all the time.

Secure a supply to-day.

will pay you.

REMEMBER THE BRAND



The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

Canada First Evaporated Cream ?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER. - ONTARIO

ESTABLISHED A. D. 1840

You Can Make Money Selling

“Pansy”



Broom

This is the best broom value in the market. The “Pansy” is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

H. W. Nelson & Co., Limited

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequaled in Flavor

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

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



THE A1 SAUCE

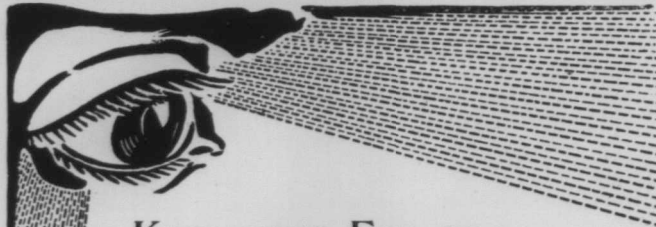
**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

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

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.
LIMITED



Keep your Eye on
'CAMP'

'CAMP' Coffee grows in favour every day. So easy to make—so delicious when made—so economical—and so sure to give satisfaction,

Besides, the profit is alright too. 'CAMP' customers are pleased customers—the kind you want.

Ask your Wholesale House about supplies.

'CAMP' COFFEE

R. Paterson & Sons, Coffee Specialists, Glasgow.

Rose & Laflamme, Limited
Montreal and Toronto, Agents



GASTRONOMICALLY PERFECT
and Purity backed up by \$5,000

MASON'S O.K. SAUCE

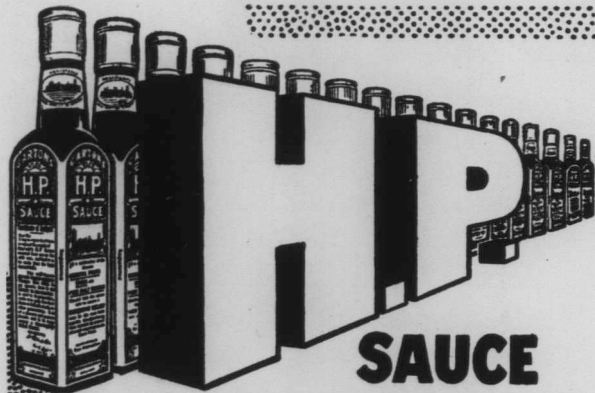
Giant Bottle retails at 25 cents.
Secured profit 33 1/3%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned
to avoid imitations.





THE PEOPLE NEED H.P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H. P. Sauce England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H. P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal.
Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.
Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MID AND VINECAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



The grocer who wishes to carry goods for which he will not have to make excuses should have

STERLING BRAND PICKLES

on his shelves. This is a line which if once sold to a customer will be asked for again. Don't turn a customer away without them, but write to your jobber or to us direct.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in Marsala Wine, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: \$7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

Pure, Full-Flavored Jelly

Is what your customers expect to get from Jelly Powders, and that is what they do get when you sell them

Shirriff's Jelly Powders

Don't risk disappointing customers by selling inferior goods.

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.



THE CANADIAN GROCER

Club Jelly Powders

Now is a good time to push this money maker our travellers can offer you. This line is one that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer!!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in



PATENT APPLIED FOR

already. **MAKE A HIT!** Be the first in your town to have them on sale. **WOMEN DO THE BUYING** of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that **REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE**—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

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

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

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

Sanitary Cans

For Hand Filled Goods

*Tomatoes, Stringless Beans, Asparagus, Spinach,
Etc., Apples, Peaches, Pears, Plums, Etc.*

Sanitary Enamel Lined Cans

**For Color Fruits And
Goods Of Strong Acidity**

*Strawberries, Red Raspberries, Black Rasp-
berries, Blackberries, Sour Cherries, Blue-
berries, Beets, Rhubarb, Etc.*

**"The Can Without
The Cap Hole"
"Bottom Like The Top"**

Write for Samples

**SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO**

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

Walter Baker & Co.'s

Cocoas and Chocolates

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

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. *White Spruce*

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.
Hamilton and Winnipeg

Want to Increase It ?

The simplest way is to
sell only

**CHASE & SANBORN'S
HIGH GRADES**

Then your coffee trade
will grow. Try it !!

Chase & Sanborn, Montreal

THE IMPORTERS

THE CANADIAN GROCER

YOU can make no mistake in advising your customers to use

"MELAGAMA" TEA

Its delicious flavor is sure to please, and **BESIDES**, there is a coin in every package.


Satisfied Customers is our motto. Make it yours by selling them **MELAGAMA**.

Bulk Teas—Our stock is complete in every line. Samples and prices cheerfully forwarded upon application.

MINTO BROS., Toronto

YOU KNOW

CANADA'S GREATEST SPICE HOUSE




ABSOLUTE PURITY

HIGHEST QUALITY

SEND ALONG YOUR ORDERS

The SHOE POLISH of QUALITY



Peters' Polishes

PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto



A Great Convenience — McGregor's Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

THE CANADIAN GROCER

TAPIOCA

We are offering an extra fine quality of Medium Pearl Tapioca—very much finer than anything shown on this market for some years. We have the ordinary quality as well.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

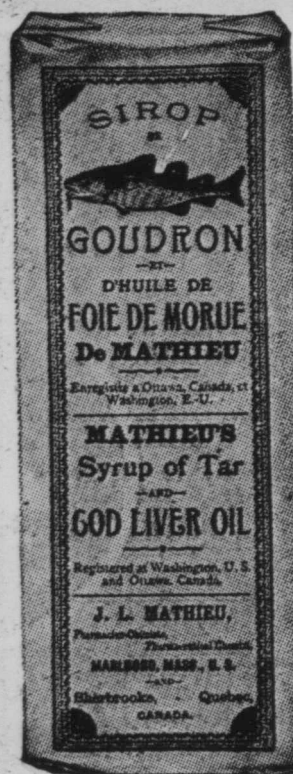
When next purchasing supplies of Granulated Sugar ask for

Redpath

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

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

The
Canada Sugar Refining Co.,
Limited
MONTREAL



WHY YOU SHOULD SELL
MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

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

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

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

MAIL THAT ORDER TO-DAY

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

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

JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

Mrs. Jones Tells Mrs. Smith About Balmoral Marmalade

and, wouldn't it surprise you, Mrs. Smith soon becomes a regular buyer of this brand. Must be because of the quality. The wise grocer stocks the best, because if he gets the reputation of carrying the best marmalade people come to him for it and at the same time buy other groceries. One woman tells another about a good line, so you will win new customers every week if you push Balmoral Brand Scotch Marmalade.

J. W. WINDSOR
MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENCES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto	- -	R. S. McIndoe	-	54 Wellington St. E.
Montreal	- -	J. M. Brayley	-	55 St. Paul St.
Winnipeg	- -	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	- -	H. S. Daly	- - -	
Vancouver	- -	J. F. Mowat & Co.	-	

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.



When deciding where to place your order for

**White Wash
and
Kalsomine
Brushes**

bear in mind that you can make the **BEST PROFIT** and the consumer get the **most satisfaction** with Keystone Brand Brushes.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

One Tin of

SNAP

does the work of four times the quantity of soap.

This is a strong point in making sales. Snap is the original hand-cleaner—the first and best. It will not injure the most delicate skin because it contains no harmful ingredients. It will instantly clean the dirtiest, grimmest hands, and is in demand by mechanics, professional men, housekeepers—everyone who appreciates a real hand-cleaner.



YOUR JOBBER CAN SUPPLY YOU

The Snap Company, Limited
Montreal, - Canada

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture. Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware
in Plain Green and Brown

The most up-to-date and complete line of earthenware Pottery, consisting of Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.

Kitchen Ware, Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.

LOVATT & LOVATT, Langley-Mills near Nottingham, Eng.

Write for illustrated catalogue and price list to

CARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

**BLACK KNIGHT
STOVE POLISH**

is being extensively advertised to your customers. This advertising will bring you business and the genuine quality of Black Knight, the ideal stove polish, will keep that business with you.



Your Jobber Can Supply You.

The F. F. Dalley Co., Ltd.
Hamilton, Canada Buffalo, N.Y., U.S.A.

FREEZE-OUTS

are happening pretty often these days, but Quaker Brand Salmon has not yet had a frosty reception, simply because it possesses undoubted quality.

We maintain it is superior to all other brands upon the market. What we want to know, though, is **WHAT YOU THINK.**

That's what interests us.

What do you say to prices like these?

TALLS, \$2.00 FLATS, \$2.15

Let's have your opinion

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

G r o c e r s

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 75

For You Mr. Grocer Our 1909 Price List

Perhaps you buy our lines. In any case our new Price List is of particular interest **TO YOU.**

It is complete in every respect, containing beautiful, natural reproductions of our various lines of

Maple Syrup and
Maple Sugar
Specialties ❁ ❁
Confectionery
Jams, Jellies
Marmalade
Pickles, Ket-
chup, Etc., and
detailed prices and
descriptions.

You will get ideas from it. It is worth having for reference purposes. **And IT DOESN'T COST YOU ANYTHING.**

A postal brings it

Tell us to-day you want it

Sugars & Cannery

Limited

MONTREAL

Talks To Business Men

NO. 1—GETTING YOUR NAME UP.

Advertisers have a favorite way of thinking that the advertisement that doesn't bring in immediately and directly more than it cost is a failure. Yet they know perfectly well, says the New York Journal of Commerce, that "getting your name up" is a far more valuable asset than the mere sale of a bill of goods; that the big houses of the country have reputations quite as much because they advertise like big houses as because their ads. bring direct sales of goods. There is no more certain way to remain small than by letting the world know that you regard yourself as small—too small and poor to be able to advertise.

It is not the purpose of this article to in any way dispute the fact that advertising to the consumer is profitable. There is too much evidence at hand to prove the contrary. But the manufacturer who "compels" the trade to handle his goods, just because they have been advertised to the consumer—and too frequently neglects to make them profitable—is really bulldozing the trade rather than co-operating. One of the great fruits of organization has been a recognition by manufacturers that the policy which selects the jobber as a channel for distribution is the best one. He has learned to respect the trade. In precisely the same way, it is about time that he carried that recognition to the trade press and realized its power with the trade. The successful advertising campaign of the future will work with both the consumer and the trade, preaching arguments best adapted for each in that medium which reaches it and influences it.



KLEANIT

The Magic Window Cleaner

Special Introductory Scheme.
Our men have full particulars.
If they don't call write us.

James Turner & Co., Limited
Hamilton, Ontario

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He Always Lived Within His Income

How a Penniless and Almost Barefooted Boy Made Money in the Grocery Business—His First Work Brought Him \$2 Per Week—Almost 70 Years of Age Now—Still Working But Doesn't Have to—Never Speculated and Was Always Industrious—Believer in Short Hours for Clerks.

"I attribute my success in the grocery business to the fact that I was careful and industrious, that I never speculated and that I always lived within my income."

Such in brief are the reasons for the splendid commercial career of E. K. Scoley, 63 Jarvis Street, Toronto, who prides himself among other things on being one of the two oldest grocers in the Queen City, as well as one of the oldest in the Province of Ontario.

His life, too, has been one of more than ordinary interest to grocers in general. He is a self-made man and he made his money entirely in the grocery business. The story of progress from a boy in his teens doing odd jobs around the city of Toronto for twenty five cents and sometimes less, to a grocery clerk and finally to the proprietor of a store, deserves the attention of clerks as well as of the grocers themselves.

His Boyhood Memories.

Born in Lincolnshire, England, in 1841, he spent a dozen years in the land of his forefathers. Times in the old country were not of the best during the period that followed and twelve years later he sailed for Canada to seek his fortune in the new country of which he had heard so much in his early boyhood.

Therefore in 1853 he became a Canadian and Montreal was his first location. For two years he was engaged as an office boy in that city, during which time he had the privilege of seeing the laying of the corner stone of the famous Victoria Bridge. That was in 1855 and he believes that he is probably the only person living to-day who witnessed the event. No other boys were there and it was only by virtue of his position as office boy with the contractor, that he was allowed to see it. Although this occurred fifty-four years ago, it still remains fresh in his memory.

It Was Westward Ho.

In 1857 Mr. Scoley penetrated deeper into the big Dominion and landed at Toronto. It was just after the closing of the Russian war. He was then sixteen years of age and it is here that the interesting side of his career begins.

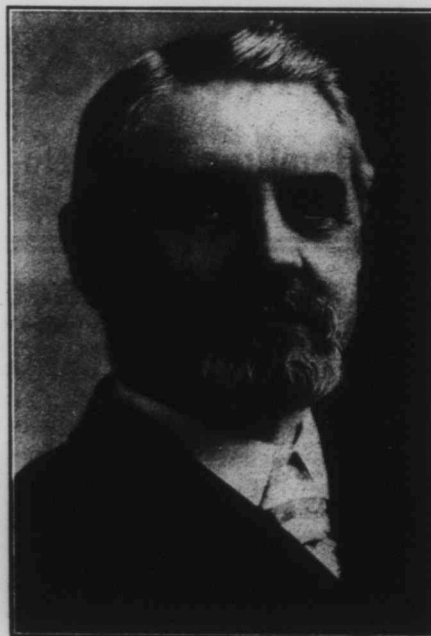
On arriving in Toronto he was absolutely penniless. This was nothing, however, to a stout heart and willing hand and this condition was soon overcome. For three months he walked around the city, until the soles of his boots were plainly showing signs of better days, while only occasionally was he getting a twenty-five cent job to do.

Partly disgusted at his ill-fortune, he determined to enlist with the 100th Regiment under Capt. Clark and find food and shelter there. Here again he met disappointment. He was too young and physically he was too small.

Finally he secured work as clerk with a grocer, Wm. Sutherland, corner of Queen St. and Dennistown Avenue at a salary of \$2 per week and his board. For two years he worked there from shortly after daylight to eleven and twelve o'clock at night and in that time learned the rudiments of the operation of a grocery store.

Into Business For Himself.

His next employer was Wm. Ramsay, who carried on both a retail and wholesale grocery trade in a store that was situated where now one corner of the new St. Lawrence market is. His



E. K. SCOLEY,
One of Toronto's Pioneer Grocers Who
Tells How He made a Success.

duties there as clerk lasted for six years, so that from the year 1859 until the present time—fifty-four years—he has been engaged in the grocery work around the market. This he claims to be the record. His old friend Henry Swan, however, who is still in business near the market, was in the trade one year before Mr. Scoley entered the grocery arena for himself. The highest money he ever received as a clerk was \$8 per week. "Wages were not so high in those days," he remarked.

When the six years had expired Mr. Ramsay decided to do an exclusive wholesale trade. This gave Mr. Scoley an opportunity. As grocery clerk he had not spent all the money he earned and was in a position to buy—partly for cash and partly on credit—the retail end of the business. That was

about 43 years ago and until 7 years ago he occupied the same store which was on a portion of the present market site and an illustration of which appears on this page.

When it was decided to build the new market where it now stands, the old store was pulled down and Mr. Scoley moved to where he now is located—63 Jarvis Street.

The methods which he has followed in making a success of his business are worthy of particular consideration on account of their educative qualities and their benefit to clerks and grocers.

"I make it a point to do a cash business as much as possible," he remarked, "and therefore I have suffered very little from poor pay customers. I find it not difficult to secure cash in these modern times. People don't look for credit now like they used to years ago."

"I have always been an advocate of short hours and I find that the practice of early closing pays."

He explained that his store is closed sharp at six o'clock every night with the exception of Saturday night, when seven o'clock is the limit.

Two Clerks in 36 Years.

"I find that my clerks have appreciated it," he said. "They were always willing to work hard during the day because they knew they had their evenings to themselves. Why, in 36 years I have had only two head clerks," he added.

The present chief clerk is C. Fry, who has been with him for 19 years. He thinks that clerks' hours, generally, are too long.

In buying Mr. Scoley has always made it a point to pay cash and secure the cash discount. In this way he has saved a good deal of the money he now possesses, and has avoided a good deal of unnecessary trouble.

Within His Income.

Any person who does not live within his income would find little favor in the eyes of Mr. Scoley. He attributes a great deal of the failures in business to the fact that so many young men spend all the money they earn from their youths up and when they do enter business for themselves, the habit still sticks with them. No matter how small his wages, he has always spent less than he earned.

He has been ever careful in his work, taking every trouble to do it correctly. Added to this he has been a hard worker which, he believes, is the best qualification a man can have in order to succeed in any business or profession. He never lost or won money by speculation, but was content throughout his

lengthy business career with his gradual savings.

Mr. Scoley joined the Queen's Own many years ago and was a member of the guard of Honor to the Prince of

This will be of particular interest to grocers in rural communities where there are few or no drug stores, and to those who have places of business far from business centers of towns or cities.

accompanied by a list of medicines to be covered by the certificate and also by the fee of one dollar.

The actual certificate of registration cannot, however, be issued until the Act comes into force, but, in order that persons may prepare their labels they will as soon as their application is passed upon, be advised of the number allotted them.

The Governor in Council may make such regulations for giving effect to any provisions of the act or in respect of the sale of any patent or proprietary medicine in stock at the time of the passing of this Act, and declaring the true intent of them in any case of doubt, as to him seems advisable and may also add to or remove from the schedule of drugs mentioned in the Act, any poisons or potent drugs, as from time to time he deems expedient, notice of this to be given in The Canada Gazette.

No Cocaine Whatever.

Prohibited medicines in the patent or proprietary line which particularly cannot be sold, are those which contain cocaine, or alcohol when it is in excess of the amount required as a solvent or preservative.

Every person who is convicted of violating the provisions of the Act shall for the first offence incur in each case a penalty not exceeding \$50 and costs, and for every subsequent offence a penalty not exceeding \$100 and costs, and his certificate of registration may be cancelled.

If the party purchasing the medicine from a company or firm proves that he did not know that the provisions of the act were violated he may be discharged, but he shall be liable to pay the costs incurred by the prosecutor, and the medicine may be declared forfeited to the Crown.

Every penalty or forfeiture incurred for any offence against the Act may be recovered in a summary manner with costs.

THE BURGLAR'S PLANS.

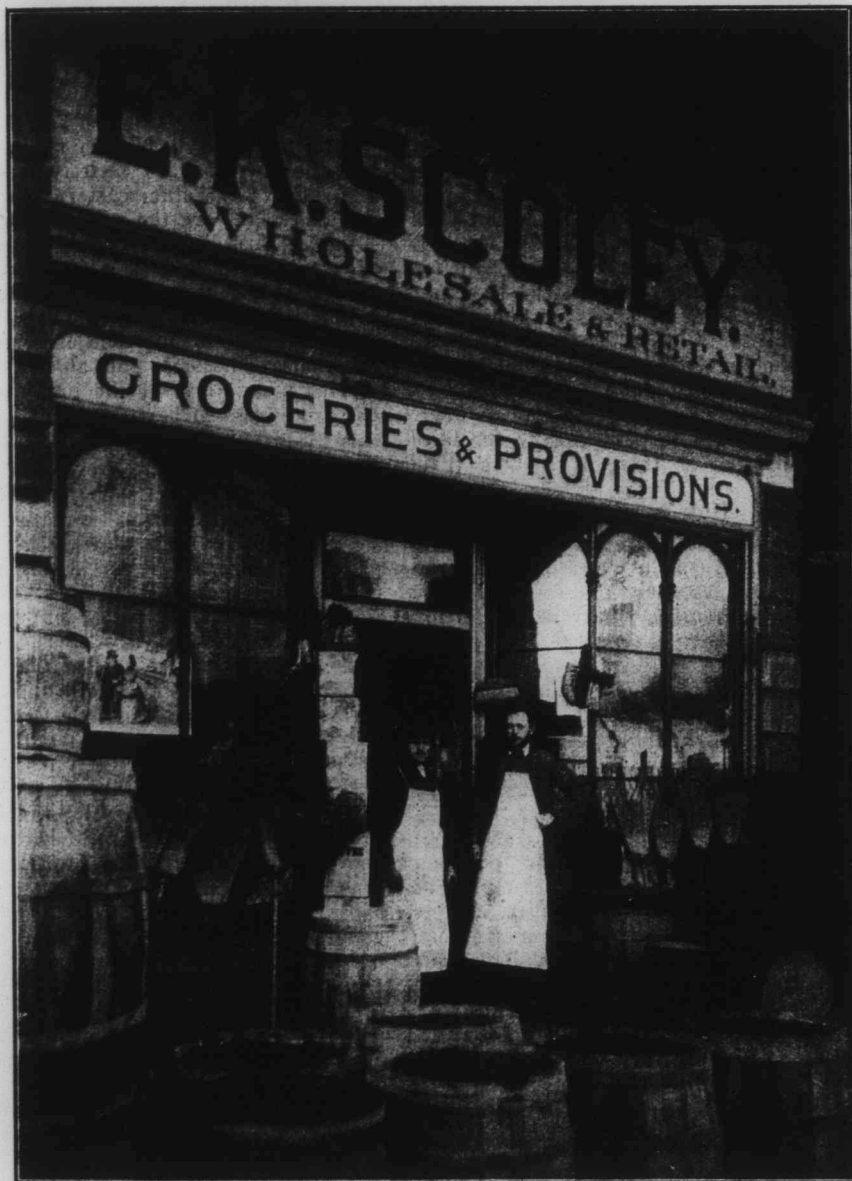
The schemes worked by the light fingered fraternity to secure the coin of the realm are probably innumerable. Merchants are frequently the victims of unique schemes. Here is one from Cincinnati that may well be reproduced to prevent its occurrence to Grocery readers:

Two men went into Henry Schneider's grocery, 997 Martin street, Saturday afternoon and told Mrs. Schneider that her husband had sent them to fix the cash register. They were tampering with the register when Schneider himself loomed up large in their vision, so they made a get away, but not with any of the coin.

W. C. Christmas, Montreal, made a friendly call at the office of The Grocer on Tuesday of this week.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, has left for an extended holiday at Nassau.

The rumor that the Tilbury Canning Company was to be absorbed by the Canadian Cannery is officially denied. It is stated, however, that some changes are in contemplation.



Store formerly occupied by Mr. Scoley, which was Torn Down Some Years Ago to Make Way for the New St. Lawrence Market.

Wales—now King Edward VII.—when he visited Toronto in the sixties.

He has been several times across the Atlantic to visit the fatherland, but has always returned to Canadian soil.

PATENT MEDICINE ACT.

**This Comes Into Force on April 1st—
What it Means and the Penalties
That May be Incurred.**

On April 1st, 1909, the new "Proprietary or Patent Medicine Act" goes into force in the Dominion, and the Grocer desires to call the attention of its readers to its significance and the penalties that may be incurred if a violation of the provisions is proven against any party.

The Act stipulates that all proprietary or patent medicines shall be put up in packages or bottles and every one of these intended for sale or distribution in Canada shall have placed upon it, in conspicuous characters forming an inseparable part of the general label or wrapper, the name and member under which the medicine is registered with the words "The Proprietary or Patent Medicine Act," and also the manufacturer's name and address which name and number shall be sufficient identification as to the manufacturer.

Must Secure Certificate.

The Act requires that every manufacturer or importer of Proprietary or Patent medicines shall before offering them for sale procure from the Department of Inland Revenue a certificate of registration. The application must be

Produce Pickled Tea in Burma Province

It is Called Lape in the Language of the Burmese People—An Article of Commerce Used Extensively Within That Province—Native of That Land Tells of its Manufacture and How it is Served—Something New for Many Canadian Grocers.

"Pickled tea," perhaps, is a phrase that sounds peculiar to a great many people, including a great many grocers who are supposed to know all about this common commodity, so much of which passes over their counters from year to year. Strange as it may seem, yet there is a certain province in a well-known eastern tea productive country in which the inhabitants pickle the majority of the tea grown and eat it as a condiment—in a somewhat similar manner as we would use horseradish or tomato catsup.

That province is Burma. Any grocer familiar with the geography he studied when a boy will recollect that Burma occupies a prominent position in the eastern section of India. It, of course, is now under British rule.

Well, over in Burma, the Burmese people pickle the tea. Up to the present, foreigners in Burma have not sufficiently cared for this new condiment to have it or its manufacture introduced into other countries and therefore the art of pickling tea is, so far as is known, confined to the Burmese alone.

Used Extensively.

But the extent to which it is used in that province is worthy of more than a passing consideration. The Grocer has been able to secure some authentic information on the matter from a native of Burma, Mr. Solomon, who has come to Canada to be educated in a Canadian college.

Speaking to The Grocer representative, Mr. Solomon, who, by the way, understands and talks English exceedingly well, remarked: "When you come to mention the matter, we do use tea in that way, but it is so common over there that I never thought of its singular nature before. I suppose it was chiefly because no person asked me about it."

Augmented to Mr. Solomon's recollections were some interesting things told The Grocer also by Mr. Armstrong, a graduate of McMaster University, who has traveled rather extensively in India and Burma for the mission cause.

Name and Manufacture.

Tea that has been pickled is known in the language of the Burmese people as "lape," but as yet it has received no English name. Its manufacture is probably the most important part of it, for as yet it has not been used as an article of commerce—except in the province where it is produced. The manufacture is very simple.

The tea leaf is first picked and then put through a boiling process. This is done in peculiar shaped earthen pots known as "chatties" and all that then remains is the flavoring of the tea-pickles. This, however, needs an experienced hand in view of the fact that so many different spices and flavoring condiments are used. Among these are cinnamon and other spices, fried onion, garlic and ginger oil. Sometimes almost all of these are used and at other times only a few, according to the likes and dislikes of those for whom it is made.

How it is Served.

The Burmese are very hospitable people. They do a great deal of visiting among themselves and when these "calls" are made something to drink, smoke and eat is invariably provided by the host.

To drink, a cup of tea is given, a long cheroot for smoking, and to eat, a dish of lape containing probably a couple of handfuls. This is eaten with the fingers, a little at a time, just the same as we would eat horseradish or use mustard with meat, only, of course, we do not use our fingers. Mr. Solomon explained that a cheroot resembled in shape a cigar. It is made from four to six inches in length from the leaf of the teak tree—the most important timber tree in Burma.

Have Street Restaurants.

Lape is principally a household article, very little of it being manufactured for sale. Each house provides itself with its own. There are, nevertheless, several restaurants on the streets of a Burma village or town and at these one can purchase a saucerful for a coin equal to our one cent piece. In this way a considerable quantity is sold to transients. In these restaurants the proprietor flavors the lape as desired, by simply taking a pinch of the spice or flavoring material in his fingers and spreading it on the pickled tea. In the houses themselves it is one of the most common things that appear on the tables.

Confined to the Burmese.

Burma is a province made up of many different classes of people. The population is estimated at 10,500,000, whereas, about 8,000,000 of these are Burmans. The latter represent almost entirely those who make and consume lape. They are a thrifty race and do an immense amount of small trading among themselves. They, as a rule, are plenteously supplied with money, they own their own property and spend free-

ly; they do not believe much in caste and their women are entirely free, unlike some of the other eastern countries. The Eurasians are the mixed population—the English and others who marry Burmese wives and to a large extent have Burmese likes. It is probable that in this way lape may become more widely recognized as an article of commerce when once it becomes palatable to others besides the natives of the province. A like for it has to be cultivated.

Statistics Given.

As intimated above, very little tea is produced in Burma which is not eaten as a condiment. The great tea-raising province is Assam, the one to the north-east and lying next to China. Statistics for 1907, furnished by Consul-General William H. Michael, of Calcutta, show that the total tea production in India that year was 247,514,355 pounds. Of this amount Assam provided 167,545,751 pounds and the remainder of India the rest.

His report goes on to say that "While Burma is a province of India, the tea produced there is not included in the above figures for the reason that most of the Burma tea is pickled and eaten as a condiment. Only 4,175 pounds of black tea was made while the pickled tea amounted to 501,868 pounds."

107 Varieties of Rice.

Grocers will also be interested in the rice production in Burma. The people there make rice their principal food, and a great amount is sent out of the country annually. Mr. Solomon states that it is estimated there are 107 varieties grown in his native country. The Burmese are now interested in modern improvements and in some places use irrigation for the advancement of the crops.

Rice grows dry on the hills and also under water in the lower lands. When the crop is cut it is placed on wicker-work platforms and threshed by oxen tramping on it. The grains fall through the platform. Often the Burmese use lape as a condiment in eating rice.

Rangoon is the great shipping port in Burma.

TAPPED THE TILL.

Alex. Manley, grocer, St. Patrick St. and Denison Avenue, Toronto, had his till tapped one night last week for \$25. A man entered the store and asked for some coal oil, and while Mr. Manley was getting it the customer emptied his till and disappeared.

GOVERNMENT OWNED ELEVATORS

A Live Question Among the Grain Growers of Western Canada—Building Advance Predicted for Winnipeg—Plenty of Land Left for Homesteaders Around the Western Metropolis—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Jan. 27.—The annual meeting of the Grain Growers' Association, to which reference has already been made, was held during the past week and very ardently re-endorsed its previously expressed desire of Provincial Government Ownership of Interior Elevators. The promoters of the scheme seemed very confident of success, but while they were in session Premier Rutherford, of Alberta, spoke on the matter in the Alberta Legislature, in reply to a question, and stated that whereas it had been claimed that it would only require \$4,000,000 to duplicate the present elevator system of Alberta, from evidence in his possession it looked as if it would be more like \$15,000,000, and there were many other grave considerations to be taken into account before embarking upon such a scheme. He was not sure that under the British North America Act provinces had the power to engage in such business. His little speech was cautious but it did not take any great reading between the lines to see that the present Alberta Government is decidedly shy of the scheme. The Saskatchewan Government has already stated that only as an entire monopoly could the scheme be made practical and at this very convention the farmers themselves refused to give the Government a monopoly even if they erected the elevators, clinging to all the loading platform privileges they now have, but still maintaining that the governments should erect and maintain a costly system of elevators without any guarantee that the farmers would use them when they were erected.

The only province that has not yet been heard from is that of Manitoba and some decision in the matter was to have been handed out on the 22nd but did not materialize.

A Monster Problem.

The scheme is a gigantic one, and the Grain Growers' Associations, while they are clamoring for government owned interior elevators and publishing most misleading figures about costs, maintenance, profits, etc., have really no well formulated plan on which the thing could be operated—indeed they seem as if they expected the various governments to do that for them. There seems to be a general impression among grain men that the proposition will be turned down by all the provincial governments at the present time, and it is to be sincerely hoped they are correct.

The export trade of Canada is now on a very satisfactory basis, Old Country buyers are satisfied with the present inspection law and its operation and

about the only effect of such a radical change would be a very general upset of the export trade.

Last year the fact that this question was pending had a great effect in deterring line elevators from erecting new houses, but this year up to date contracts are already under way for the erection and equipment of no less than 85 new houses, many of them on the line of the new G.T.P.

Dominion Charters Preferable.

The companies planning the erection of these houses are very reticent at present, but there is every reason to believe that the difficulty of provincially owned interior elevators will be gotten over by the companies securing Dominion charters and building their houses under those charters. Many men in the grain trade are coming to realize the absolute need of having Dominion charters for the carrying on of their business. In the first place, every grain dealer operates in at least four provinces and many of them in five provinces of the Dominion. Experience has taught them that while it is not very difficult for some body of agitators to secure the passage of drastic and often foolish legislation in a province, it is much more difficult for anything of the kind to be done by Dominion enactment and therefore the advantage of Dominion charters.

Business men in the east may think this interior elevator question a purely western one and confined to the grain trade, but once let the government start on the erection and operation of interior elevators and every business man in Canada will find the effect on trade generally. Instead of being a remedy for the present ills of the farmer it will bring about a condition of affairs that will make present troubles look rosy indeed.

Erecting New Elevator.

Fort William is to have another terminal elevator. This will be erected by the Western Elevator Company, of Winnipeg, who have a large line of houses throughout the West. The new house will be located 350 feet north of the present Consolidated Elevator on the banks of the Kamanistikwia River. It will have a capacity of 900,000 bushels and will be of the most modern construction. Work on this elevator will be started immediately.

Winnipeg is starting well in the building line for 1909, which promises to be a very active season. There is much to lend impetus to building this year. Prices of material are fairly reasonable, there is an abundance of lumber on hand, and

a heavy cut this winter. The labor situation, although always a doubtful proposition until after May 1, looks rather healthier than it has done for some years. Lastly, the money market is encouraging, for not only can loans be negotiated on good propositions without trouble, but there is apparently a fair prospect of even cheaper money before the building season actually sets in. The architects of Winnipeg already have plans in hand for buildings that will aggregate \$2,000,000, all to be erected in 1909. The Canada Permanent Mortgage Company are getting out plans for their splendid office building on Garry St. Several eastern factories are negotiating for sites and the coming of the Great Northern Railway into the city will necessitate the erection of their terminals on the property which they bought up two years ago on Ross Street and in that vicinity. It is quite probable that the station will be erected between the site of the old Princess Opera House, that was dear to the heart of old timers and was destroyed by fire some years ago, and the present city hall. This will bring it right into the business centre of Winnipeg on the west side of Main St. All the present railway terminals are on the east side of that street.

The Winnipeg Stock Yards.

Progress has been made in the matter of the Union Stock Yards to be located in St. Boniface. A trunk sewer was one of the first essentials in laying out the yards and the representatives of the three railway companies interested have filed with the council of the town of St. Boniface assurances of their intention to spend from \$300,000 to \$400,000 in the laying out and equipping of these yards. F. W. Peters, assistant to the second vice-president of the C.P.R., the chief engineer of the company, and the general superintendent are leaving for the south to make personal and detailed inspection of the stock yards at Chicago, Kansas City, St. Joseph, Omaha and South St. Paul.

The Live Stock Shippers' Association have received the assurance of Mr. Peters that the railway companies concerned are prepared to give to the city of Winnipeg every facility in connection with the construction of a public abattoir that they would give to any private corporation. The city of Winnipeg will be given land upon the same terms, and will receive the same trackage and operating facilities that will be given to any private corporations.

The subject of a city owned abattoir and market is quite a live one in Winnipeg at all times.

Land for Homesteading.

The number of homestead entries in the Canadian West in 1908 was 49,154, and of these only 1,754 were in the Winnipeg district. But the year 1909 is likely to have a very different record, for many thousands of acres of the finest land in the province is now being rapidly surveyed and will be ready for entry

THE MANUFACTURE OF VINEGAR

Is the Variety Made From Acetic Acid as Wholesome as Vinegar Made From Grapes and Sour Beer?—Where the Sale of the Former is Prohibited—Argument in its Defence.

about February 23. Many people have the idea that all the land in the Winnipeg district has been homesteaded, but as a matter of fact, there is more land still open for settlement in the Winnipeg district than has yet been settled upon. This land now being thrown open for homesteading is largely in the northern part of the province. There are blocks of open prairie with patches of light scrub in some places, an abundance of water in the form of small clear lakes and good well water to be obtained by boring, on every quarter section.

The fact that these lands are so near the large market of Winnipeg, increases their value ten fold from the standpoint of the homesteader and it is expected there will be a great rush for them.—H.

EFFECT OF TEA ROOMS.

The Grocer has, from time to time, mentioned the possibilities of the tea room in connection with tea and coffee stores, and in fact departmental and grocery stores. Many tea rooms have been started and failed, but few if any fail when run in connection with some other business of a suitable character. Ladies frequently enjoy a cup of superior tea or coffee in one of these places and on their way out of the store order some of the blend which has pleased them, for their own tables. In this way a new customer is made, and as an advertising feature it is difficult to excel. A point which should be borne in mind as a very important feature, and one which will materially affect the future of the business, is that of interior appointment. Women perhaps more than



Ye Old English Tea Room of Castle Blend Tea Co., Montreal.

men, are susceptible to their environment. Simple, but good taste, in the matter of interior decoration, is what is required. Appearances count for much in business. If a woman enjoys a cup of tea amidst harmonious surroundings and is comfortable, the chances are good that she will return, and business from her will ensue.

The illustration on this page showing the interior of "Ye old English Tea Room," of the Castle Blend Tea Co., Montreal, will help those who contemplate establishing a tea room in the matter of decoration and furnishing. This interior is simple and in good taste, and many things might be said about it which are all summed up in the fact that it is highly successful. The tea room habit is on the increase, owing perhaps to the influx of English people, who have long been accustomed to them, and to the spread of Continental ideas in America.

Vinegar is a substance made in various ways, and there are probably some grocers who understand little of any method. It seems that in Sydney, New South Wales, there have been a number of prosecutions recently by the government, against traders selling vinegar made from Acetic acid. The Storekeeper of Sydney, commenting on the subject, has the following to say:

The N.S.W. health authorities declare that vinegar must be made from malt, and any other is necessarily adulterated and unfit for human consumption. Now it so happens that malt vinegar is a spurious imitation of true vinegar, which, as the name indicates, is sour wine. Wine vinegar is the only true vinegar, and as such England was supplied from the French makers for many years. But when France and England were at war, French vinegar was at a discount. It was hardly procurable, and also patriotic Englishmen hated anything French. So it came about that vinegar in England was made from sour beer instead of from sour wine.

Then there came a time when the brown vinegar of commerce did not please everybody, and so certain manufacturers began to distil the vinegar to purify it from extractive matter, and produce a finer article. This was practically a somewhat impure form of acetic acid, as it contained certain esters, which were not destroyed, or removed by distillation, but the percentage of these was very low, and they played no important part in the preparation.

The next step was the manufacture of acetic acid by the destructive distillation of wood, yielding in the first place a crude, dark liquor called pyroligneous acid, or essence of smoke. This is converted into acetate of lime, which is again decomposed by sulphuric acid and converted into sulphate of lime and acetate of soda—acetic acid. The acetic is distilled from the liquid. Again, this acid is neutralized with soda, and thus converted into acetate of soda, which substance is re-crystallized until pure. Again it is mixed with sulphuric acid, which converts it into sulphate of soda and acetic acid. The sulphate of soda is left in the retort, and the pure acetic acid is distilled over, and diluted with water, until it is of the same acidity as vinegar.

Acetic Acid Vinegar Wholesome.

Now the value of vinegar depends upon the percentage of acetic acid which it contains. If a man sold as vinegar a 2 per cent. solution of acetic acid, he would be guilty of a fraud; but if a man sells vinegar of full strength, made with acetic acid, he sells a better article than a man who sells vinegar of the same strength made with beer. In the former, all the impurities have been removed by distillation, while in the latter they are all retained. To say that vinegar made with acetic acid is unwholesome is false. It is just as wholesome as the beer vinegar, if not more wholesome. To say that it is not

vinegar is also false. It is as much vinegar as distilled vinegar from grapes or from beer.

No man has a right to say, "Vinegar made from acetic acid is not vinegar, because I say it is not." The Board of Health has no right to stop the sale of acetic acid vinegar if it is sold openly as such. If acetic acid vinegar is sold with a label "Genuine Malt Vinegar," then there is obvious deception. But a certain firm puts up and sells large quantities of vinegar labelled "white vinegar," and analysis show that it is a solution of acetic acid of great purity. Shall anyone dare to say that they are wrong in doing so? Their preparations have a world-wide reputation. But if it is right for one firm to sell a white distilled vinegar, surely it is no worse for others to sell a vinegar of the same composition, only colored with burnt sugar, to suit the popular fancy.

The Recent Prosecutions.

The fact is that the recent vinegar prosecutions inflicted a great injustice upon many shopkeepers. They offered for sale a perfectly wholesome article. They did not pretend that it was malt vinegar. In some instances they distinctly stated that this was not the case. And it is an injustice and a hardship that such should not be allowed. There was no fraud intended or practised. The article offered was perfectly wholesome. And if people are content to use such in place of malt vinegar, they should be allowed to do so.

It is to be sincerely hoped that those who have the matter in hand will not let it drop until they have vindicated their claim to sell a wholesome solution of acetic acid of full strength as vinegar, to all who may be willing to buy the same. There is no question of inferiority, as the acetic vinegar is every whit as good as that made from beer. The temperance people should prefer the acetic vinegar to the beer or the wine vinegar.

An Appeal for Common Sense.

If the law prohibits the sale of acetic acid vinegar, then the sooner the law is altered the better. If this matter is only a question of a regulation of the Board of Health, then as reasonable men the members of this Board will see the force of the arguments used by those who claim their right in this matter.

Let it be distinctly understood that acetic acid vinegar is not sold as malt vinegar; it is not unwholesome in any way; it is of full strength so far as acidity is concerned, and it contains no trace of foreign acids, such as sulphurous or sulphuric acid. It is sold as acetic vinegar, or acetic acid vinegar, and on its merits it will find its way. But to say that it is wrong to sell this article is absurd. If the law prohibits the sale it is only an example of the old proverb, "The law is an ass." At the same time, a gross injustice has been done to many honest traders.

HOW GROCERS CAN BE BENEFITED

Changes Suggested in the Division Court Act—Under Present System Expense is Too Great—Plea for Unity of Retail Merchants to Present Question to the Government.

To the Editor of The Grocer :—

For several years the Retail Merchants' Association of Canada have been endeavoring to secure a change in the Division Court Act, but have not succeeded, on account of the opposition from bailiffs and other officials. Last year the desired amendment was regarded as fair, and met with the general approval of the legislators, but just before the House was dissolved, an army of these officials met at the Parliament House and through their opposition the bill was again laid over.

The thousands of merchants all over this country should ask themselves the question, whether our laws are made for the officials or for the people? Every retailer knows the complicated and costly machinery of the Division Court, and often the very unsatisfactory results obtained through it.

How Collector Loses.

It has been proven that it costs on an average over \$2 to collect \$1 throughout our whole country, to say nothing of the annoyance and time wasted. Besides, to do up with this, it appears that the sympathy of the judges, in the majority of cases, runs with the defendants. This seems to be based on the judge's idea that the merchants should not give credit, and for doing so deserves little or no pity. If he understood trade conditions as they exist, especially in our large cities, he might look at it from a different standpoint.

The retail grocers constitute the largest charitable institution in our country, and giving credit is absolutely unavoidable and even necessary. A few days ago about a thousand unemployed men met at the city hall, Toronto, for work. While all these may not be deserving, it is not exaggerating to suppose that at least 200 of them had nothing with which to buy their next meal, and perhaps have wives and children suffering for want of food. The city cannot give them immediate relief, and the only thing for them to do is to get credit from the grocer or starve. With many years of experience, and having met many such cases, I am pleased to say that at least four out of five of these poor unfortunate people will pay such accounts.

Censure Follows Charity.

What would be the result if the retailers would not have compassion on them and do this? They would either have to beg or steal and run chances of bringing shame and disgrace upon their families, but through the kindness of the retail merchants any number of families are carried over such a crisis and enabled to protect their respectability and the honor of themselves and families. For doing this, should the retailers be subjected to censure, as well as be put to unreasonable expense and annoyance when he has to resort to the aid of the court for collecting? From the small number who abuse the kindness of the merchant, under such cir-

cumstances, why should the retailer not be placed on the same level with the laboring people? If a man works for another and for some reason the employer does not pay him, he goes to the police court, and without costing him one cent, secures the services of the court. The policeman serves the summons and the matter is attended to.

Many of the workmen are making more net profit per day than the grocer, and are not tempted once to give credit, when the grocer is a hundred times, and why should they have this simple cheap and effective system for collecting, and the same denied to the merchant? It seems to me it is simply unfair and unjust. But it shows that the laboring people demand and get what is right to protect their own interests, while the merchants neglect to obtain what they should have.

Some Suggestions Made.

An amendment to the present act, in my opinion, is absolutely necessary, and the merchants should rise in their might and demand it. If it is not possible to secure the same privileges the laboring people have, I would suggest that the court costs for \$20 and under should not exceed \$2, and when the court finds that the defendant owes the account sued, the court should arrange with him to pay at once or on time, by making him bring it to the court on certain dates. If he appears, and was unable to secure the amount, the clerk or judge should have the power to extend the time, but if he does not appear, he will be liable to be arrested for contempt of court. By this system the one who caused the trouble, and not the innocent grocer, would have to do the walking.

This bill will again be brought up during the next session, and I should like to see it thoroughly discussed through The Canadian Grocer, and delegates appointed from every town to meet at the proper time.

Yours faithfully,
A RETAIL GROCER.

CLERKING AT \$4 PER WEEK

Nearly Fifty Years of Age and is Learning the Grocery Business—Pays His Own Board and Buys His Own Clothes—Agreement Lasts Until March.

How many grocery clerks are there who can live in a city like Toronto on \$4 a week, pay their own board, and buy their own clothes?

This is exactly what Chas. McMullen, until recently a citizen of Woodstock, is doing. It might be explained here, however, that Mr. McMullen has just begun to learn the grocery business, although he is more than 45 years of age.

He began his duties on Thursday morning, January 14th, in a King St. East grocery store. On that same day a Grocer representative met the new clerk, who was in the midst of dusting and cleaning the shelves—a job given him by his employer to allow him to find out what kind of goods were there and exactly where they were.

"I was out of work in Woodstock," he remarked, "and came to Toronto on a visit, thinking, too, that I might run across something to do. I have made a contract with my employer to work for him till March at \$4 per week."

Work and He Agree.

Mr. McMullen has seen a good deal of life, but he is still active and healthy. He wants to work, and although he has passed the turning post in life, is anxious to learn the grocery trade and is willing to spend his time, ten or eleven hours a day, in a grocery store at \$4 a week and pay his own board into the bargain.

This is not the first occasion that he has worked practically for his board. Rather than remain idle he has gone out on the farm to spend the winter choring for simply what he got to eat.

"Some of my friends," he told The Grocer, "are walking around the streets in Woodstock with nothing to do. They wanted me to do the same, but I struck out to get my board, anyway."

One of the best traits of Mr. McMullen's character seems to be that he is willing to learn. In addition to this he is amiable and neat and although late in starting should make a success at the grocery business. His first day in his new position gave him plenty to do. He had washed the plate glass window, and had done it well, although there is, possibly, a thing or two to learn in this connection.

His First Window Dressing.

The art of making attractive a window is not learned in a minute, as all window dressers know. The new clerk was doing his first work and although the display was not a brilliant one, yet to him at least it appeared much above the average. His idea was to get rid of a surplus stock of canned goods and syrup and these were displayed to the best of his ability on the floor of the window.

The manner in which he spoke of his first attempt showed that he was deeply absorbed in the task and that he was anxious to please his employer and do as much for him as possible. Among the canned goods in the window and on the shelves was a considerable quantity of sardines. The proprietor had asked him to mark the price down to 5 cents each and a roughly-printed show card pointed out the reduction.

"If I had my way," he remarked, "I would sell them six for a quarter—might as well keep the money in circulation and get in a supply of fresher goods."

Keeps His Customers.

Mr. McMullen has confidence that once he secures a customer he can hold him. The nearest position he has held to being a grocery clerk was assistant in a restaurant which he made

THE FORCES BACK OF BUSINESS

What Prompts Men to Launch Out Into the Mercantile Sea for Themselves—
Mistakes That Are Often Met With—A Man's Present Con-
dition Should be Carefully Studied Before He Makes a
Change—Experiences of Grocers.

G. B. Van Blaricom

a paying proposition when it was under a mortgage. He attributes his success to his ability to please his patrons—something very essential in the life of a grocery clerk who makes good.

"When March comes and my contract expires, I hope to be able to earn a little more money than four dollars a week," he told The Grocer representative, "as I shall then have nine or ten weeks' experience. I'm going to stick to it until then if I'm allowed to stay, even if I don't get very much pay."

Strictly Temperate.

Mr. McMullen takes a smoke occasionally, but he says he has yet to learn the taste of liquor. He does not believe a clerk in a grocery store should drink on duty. His contact with so many people, principally ladies, in his opinion, made it almost necessary that he should be temperate or lose custom.

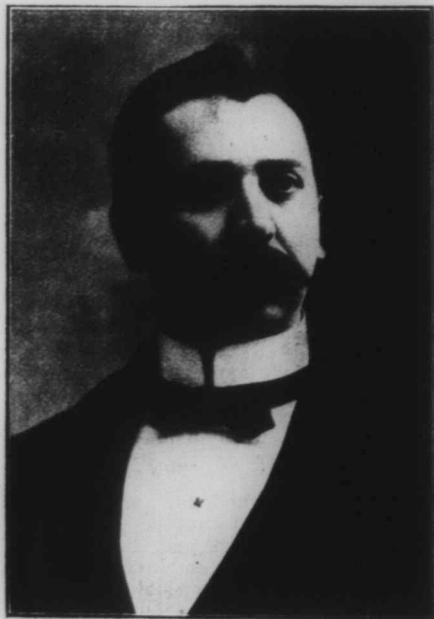
Had Mr. McMullen started in the grocery business 25 years ago, with his industry and qualifications he would undoubtedly have made a success.

TRAVELER MAKES A CHANGE.

H. H. Livingstone Joins Staff of Mayell & Co., Toronto—Sixteen Years on the Road.

A traveller who has been on the road for some years is H. H. Livingstone, of Montreal, now with Mayell & Co. Limited, Toronto.

For sixteen years he travelled for the Pure Gold Co. of Toronto, paying especial attention to the trade in Ottawa and Quebec, but also doing an exten-



H. H. LIVINGSTONE, MONTREAL.

sive business in other parts. During that time he gained the reputation of being a "hustler" and was a valuable travelling member of the company he represented. In joining the staff of Mayell & Co. he still retains his connection with his old customers on the road as manager of all the Quebec agencies for that firm. He is a man who has always been represented as dealing with his customers on business principles.

The world is a peculiar place when taken all in all. The ceaseless restlessness and agitated spirit of man is deplored by many, and the quality of stick-to-itiveness is loudly proclaimed as one of the chief elements of success, and so it is. On the other hand, everything has its limitations, and too much of a stated quality may mar the most promising career. The eccentricities all around us manifest themselves in many ways. Here is a young man anxious to get married and on the adjoining street is another resident mentally cursing his foolhardiness for ever undertaking such a step. Another resident in a town abhors the thought of paying rent and is almost beside himself with eagerness until he buys a house in which to reside. Another lives in his own dwelling and is advertising it for sale in the papers. He wonders if a purchaser will come along soon, and is willing to sacrifice his property in order to get rid of the responsibilities of ownership and taxes.

Merchants Make Mistakes.

The field of human activity and endeavor might further be surveyed. Many a young man, who has clerked for years, perhaps, in a grocery store, thinks all his troubles will come to an end as soon as he can find a suitable opportunity to go into business and invest what capital he has saved up. Across the way is a grocer who embarked in the trade himself a few years ago and he is to-day heartily sick of his venture. He wishes he could sell out and avows that he would never again be so unwise as to enter upon the troublesome path of "Going into business for himself." One man breaking his neck, so to speak, to start business, and the next one madly desiring to get out of it, thus demonstrating that it takes all kinds of people to make a world.

It Makes the World Go Round.

And yet, if it were not for this constant wish for change—the expectation of something better in another sphere of activity—the uneasiness of an energetic spirit and the buoyancy of hope—this would be a rather slow going world. It is this impatient disposition implanted within us, and the incessant desire to gratify it, that drives the world of business. It would never do for everybody to lay on his oars. The whole industrial and mercantile arena would stagnate. There would be no opportunities created, no new fields cultivated, no dreams of happiness looming up, and no wealth produced. The spirit of ambition would die, and responsibility would be shunned. Appalling would be the condition of things in general if competition never held sway, if all capital was locked up and every man was content with his lot. Stagnation would become rife and the progressive disposition of the age, the desire to

accomplish, to overcome, to master difficulties, expire. Be thankful, then, for an active mind, the gift of imagination, and a happy outlook, even if your hopes are never reached.

Into Business for Himself.

Does it pay a young man to go into business for himself? is a query almost as old as the moral law. It is a problem which will never be satisfactorily solved except on its own individual merits. It depends to a large extent on the man himself, his experiences, his qualifications, his capabilities and his executive ability. The question is one too abstruse and perplexing to answer off-hand. A merchant remarked the other day, "I have gone into business for myself three times now, vowing if I ever got out I would never be so rash as to re-enter upon such a career, with its attendant cares and responsibilities, but will seek the quieter and less troublesome path of a salesman; but you see I am in the game again. I simply cannot keep out of it. When I am in I burn with a desire to get out, and when I am out I am consumed with a passion to get back. The cause is, I suppose, looking at it from different viewpoints."

Another young man who had also had similar experience, when asked if it paid to conduct a business for himself, replied, "Yes, if you invest your own capital and do not take in a partner."

Still another said, "I would not think of going into business on my own capital and would have a partner by all means as two heads are better than one."

Talking to one of many years' experience in the grocery line, he remarked, "I waited ten years until I accumulated enough money of my own to buy out a stock, and now, after these ten years of insight, if I had to start over again, I would go in on somebody else's capital and not wait to secure money of my own. Think of all the time I have lost."

Present Condition Important.

Another man, who had been in business for himself and had held good positions as a salesman, asserted, "Whether it is profitable to go into business and whether there is more money in working for yourself than for another depends entirely upon the kind of job which you hold. My own conclusion is, that if you have a position offering a fair field for advancement and if you are reasonably well situated in your present relations, by all means you should remain in the service of the house or firm with which you are engaged. At the end of ten or twenty years, in all reasonable probability, you will be farther ahead, not only financially, but in contentment, peace of mind and bodily health."

Where British Columbia Stands Alone

Companies Doing Business There Must First Secure a Provincial Charter—Otherwise Accounts Cannot Legally be Collected or Contracts Enforced—What Fees Have to be Paid—Manufacturers Think Dominion Government Should Take Action—How Some Have Suffered Financially.

A matter of importance to incorporated companies doing business in British Columbia, especially where contracts are entered into or orders taken, is that, unless an extra provincial organization has registered upon the commencement of operations in the Pacific Coast Province, it cannot legally collect accounts or enforce agreements. It is, therefore, not safe as one manufacturer expressed it, to do business there unless you have first registered and paid your interprovincial tax.

A case recently tried goes to prove that a company transacting business was non-suited by the Supreme Court of British Columbia, when action was entered to collect, on the ground that the outside company had not previously registered. Extra provincial companies, even if they have a federal charter and are licensed to do business in all parts of Canada, cannot, it seems, live up to the full privileges and powers accorded them, when it comes to securing orders in the far western province; and the regulation now in force would appear contrary to the spirit and intent of Confederation itself.

If outside corporations do not register and take out a license in British Columbia, the provincial courts declare that any contract, even if made through correspondence, is not enforceable. Why should the law apply to mail order business is the query? Surely it is exacting enough in its application to foreign companies selling goods by travelers, resident agent or branch office.

Fees to be Paid.

Here are the fees: Where the nominal capital does not exceed \$10,000 there is a fee of \$25; for every \$5,000 of nominal capital, or part of \$5,000 after the first \$10,000 and up to \$25,000, \$5; for every \$5,000 of nominal capital, or part of \$5,000, after the first \$25,000 up to \$500,000, \$2.50; for every \$5,000 of nominal capital, or part of \$5,000, after the first \$500,000, \$1.25. It can easily be seen what it costs to obtain a license. The smallest capital of the average incorporated organization doing business in the West would probably be \$40,000, and the highest from \$100,000 to \$250,000, and in a few instances the capital stock might reach half a million or a million dollars. It would cost a firm with \$40,000 capital \$47.50 to secure the collection of even a five or ten-dollar account, or in other words, they would have to pay this to register and take out a license, otherwise they could not legally proceed to make clients or customers live up to the letter or spirit of any contract entered into. A business concern capitalized at \$100,000 would

have to pay \$77.50 for a license, and one of \$250,000 to hand over \$152.50.

The Travelers' Toll.

This tax, it may be explained, has nothing to do with a traveler's tax, the two sometimes being confounded. The only travelers required to take out a license are non-resident representatives, selling or taking orders for liquor or tobacco to be imported. The license fee is \$100 for six months and \$200 for one year. Practically the same fees are levied in Saskatchewan, Alberta and Manitoba, and it may be added that no license is required in the West for the mere sale of goods with the exception of liquors and tobacco.

Existing Restrictions.

The regulation affecting outside or extra provincial corporations is the one to which serious objection is taken, and to which the attention of many manufacturers has of late been drawn by a number who have had unfortunate experiences with respect to collections. In plain language, the act means that while foreign corporations may do business in British Columbia without registering and securing a license, they are doing so at a risk—the danger of not being able to uphold their rights, make collections, or enforce the conditions of any order if any dispute or quibble arises, unless the courts are shown that a license had been taken out before any business was done.

It may be asked why did British Columbia pass such an act? Probably because the legislative body of that province was aware that eastern firms were all anxious to secure trade and build up a connection in the flourishing West. Realizing that comparatively few houses had branch establishments the provincial authorities evidently thought they might as well augment the revenue and have a generous slice of what was going.

Manufacturers' Opinions.

A prominent manufacturer stated that he believed if an incorporated company, seeking to make a collection of moneys due for delivered goods, was non-suited by the Supreme Court of British Columbia on the ground of non-registration, the company could, on appeal to a higher court, have the law declared ultra vires and the regulation repealed. So far no firm has fought the matter to a finish. Wholesalers and manufacturers want to know exactly where they stand, and if all contracts are void through neglect of registration, will the Dominion government disallow such an act which, to say the least, is evidently selfish, discriminating and contrary to a national spirit of unity and expansion.

The Kemp Mfg. Co., Toronto, when interviewed, said they had a branch office in Vancouver but had not regis-

tered in that province. A representative of the company remarked that it did not seem good law that an account or agreement could be annulled on such a flimsy pretext. It was not safe for any company to do business there and exact payment for goods sold, without first registering and taking out a license which involved considerable outlay.

The Macdonald Mfg. Co., Toronto, said that certain terms in a contract which they had with a customer in British Columbia were disputed. As the sum involved was small, the company decided that they would not go on with the suit as they had not taken out a provincial license. To do so would cost considerably more than the contested amount. It was strange that an account could not be legally collected unless an outside firm had secured a provincial license.

One Who Has Suffered.

Alfred Jephcott, president of the Dominion Paper Box Co., is one who has personally suffered, through another company in which he is interested being unable to enter action to enforce what they considered their rights. They were told by their solicitor that, as the organization had failed to register in British Columbia when beginning business there, they would be non-suited. The legal gentleman cited previous cases of a like character which had been tried and the judgment delivered had stood and would likely stand as a precedent until carried by litigants to the Privy Council and set aside.

"We therefore decided," said Mr. Jephcott, "not to proceed with the case." It is not the duty of any one incorporated firm," he added, "to act as pioneer in this matter and bear all the expense of conducting a campaign on behalf of all the others interested, in order to test the constitutionality of the act. The Canadian Manufacturers' Association is the body to take this matter up, and present the injustice and narrowness of the regulation to the federal authorities, who I believe, would declare such an enactment ultra vires. Personally, I do not see how it can stand if put to the test, that a provincial legislature can frame such a law, and a provincial court put such a construction upon it. In my judgment, and in that of many others, the measure is in contravention of trade and commerce. The whole matter should be pressed home at Ottawa without delay."

To Take Definite Action.

G. M. Murray, secretary of the Canadian Manufacturers' Association, said that he had received a number of complaints as to the British Columbia extra provincial corporation law, more especially with respect to the validity of contracts and terms of agreements. The matter was now being considered by the association and some definite action would likely be taken.

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WORTH CONSIDERATION.

The attention of the Dominion Government should be forcibly called to the law existing in British Columbia which restricts manufacturers outside of that province from doing business within its borders without first registering there. It seems that even those who have been granted charters by the Federal Government and thereby given permission to do business in any part of the Dominion are not allowed the full privileges one would think they should possess when it comes to British Columbia. On the face of it this condition of affairs does not appear to be just but it does appear to be contrary to the principles of Confederation.

For a provincial government to claim that its laws and regulations are not to be ruled by those of the federal government certainly does not seem to be one of the fundamental principles of the unity of the provinces.

The entire nature of the law in British Columbia governing this question with some of its results is given in another column of this issue.

COMPLAINTS FROM ENGLAND.

Complaints have been received from the Department of Trade and Commerce at Ottawa, against the duty that English dealers have to pay on butter

which they send back to Canada. They regard the law as unfair and inequitable.

Upon investigating the conditions which lead to the imposition of this duty, it was found that it was levied to protect the farmer, and has proved a great benefit to him. The first time the question was brought to the fore was in 1906, when a very large consignment of Canadian butter was returned from England, and local merchants were notified that they were expected to pay the duty on it. As the exporters here had not been officially notified that this duty would be levied, the department returned the cheques paid to cover the payments. Representations were made in regard to having the duty removed, but the department could not see it in that light, and the duty stood.

The elimination of this duty would tend to demoralize the local market, for the reason that there is practically no butter sent to England on consignment, the sales being made outright, and the only object the English buyers would have in sending it back would be to get higher prices than they could get at home, as would be the case when the English market would sell at considerably lower levels than in Canada. This would have the effect of bringing the Canadian prices down, and the farmer would be the sufferer, as well as the exporter. With the duty of three per cent. this is not possible now, and when once the butter is sold out of the country it is not likely to come back and bother the sellers.

DREAMING BUSINESS MEN.

Dreamers are often the butt of scoffers. But there is one thing to be said in favor of the dreamer. He is a thinker.

The trouble with too many men is that they do not think, and the books, the magazines and the newspapers they read are of a kind to entertain and kill time, not to improve their mind or stimulate their ambition and energy. Their associates are of the same class. There would be no heaven for them in the company of thinking people.

Much of the dreamer's thinking may be in the clouds; but it is better to think away up in the "blue" than not to think at all. The great thing is to think right.

Every business man who has ideas is a dreamer. Dream on, Mr. Business Man, and put your dreams into practical form as soon as possible ere a more energetic man than you who has been having similar dreams steals a march on you.

By all means dream, but at sun rise get busy to make your dreams come true.

SETTLING SMALL ACCOUNTS.

The first of the year is the great settling-up time in the business world, and in the process of squaring accounts and meeting obligations our relationship are so interwoven that in order to secure the best and most satisfactory results it is necessary for all to join in the move. If it is the duty of the retailer to wipe out his account with the wholesaler and the wholesaler with the manufacturer, it is surely the bounden obligation of the customer to clear his indebtedness with the local merchant. This is a matter to which not enough serious attention is given, with the result that persons are often careless and think that the merchant can wait. This is a grave mistake, and, if only those who have been accommodated, would stop to think, they would not ask a local tradesman to tarry longer for his money. If a merchant is kind and considerate enough to extend credit to a customer, surely the least that the latter can do, in return for this favor, is to make an honest effort to settle at the first of the year, in full, or, if that is impossible, then in part. How much happier things would be all around if a united, consistent effort was put forth to carry this out. These accounts are in many instances small, but in the aggregate they amount to a good deal and their payment means that the merchant is able to satisfy the financial demands made upon him.

This is so important and far reaching a question that clergymen have felt impelled to speak out on it in the interest of the community and the good of their people. For several years Rev. Canon Davidson, rector of Peterboro, and one of the leading members of the Anglican body in Canada, has on the first Sunday of each new year delivered an impressive sermon on this subject. At the services in his church on Jan. 3 he again took occasion to refer to this subject by urging prompt attention to all financial obligations, particularly small ones. He dwelt upon our inter-dependence in this particular, and how each could contribute his share in making 1909 bright and prosperous if this system was only followed out. He said that the discharge of this duty was a most important and far-reaching one. It should be done for itself and also because it had the effect of enabling others to meet their obligations. It is noticeable that the words of the reverend gentleman have had a good effect upon the people in general, and a grocery dealer in Peterboro informed a represen-

tative of The Canadian Grocer, that after the delivery of this sound, practical advice from the pulpit each year, several customers, well able to pay, but naturally careless or thoughtless, have awakened up and discharged their indebtedness.

The example of the rector of Peterboro might be worthily emulated by the clergy in other towns.

CATALOGUES FOR REVIEW.

The Grocer will be glad to receive catalogues or booklets issued by manufacturers, jobbers, etc., for distribution among the retailers for the purpose of reviewing them. Retailers sending for these catalogues are requested to mention having seen the announcement of their appearance in the Grocer, to show that they are in the trade. It should be a benefit to all parties to have it mentioned in the Canadian Grocer that booklets and catalogues have been issued and therefore this fact should be made public through the best medium.

DANGEROUS COAL OIL IN THE WEST.

It is now some three months since the people of Western Canada were first startled by a series of accidents resulting from the use of dangerous coal oil. The worst disaster was that in Swan Lake, Man. As a result of which several lives were lost but about the same time there was a series of mishaps all, or nearly all of which, were traced to the purchase of oil from one wholesale oil firm in Winnipeg about the same date. The authorities have conducted an examination into the circumstances without definitely locating the responsibility. It is, of course, the height of absurdity to suppose that a score or more of retailers deliberately adulterated their oil, and no one who knows anything whatever of the character of the men in charge of the wholesale firm in question believes for one moment that they have been guilty of any wrong conduct in connection with the matter. At the same time the fact remains that much loss of life and property resulted from the sale in Manitoba of dangerous coal oil—oil that does not come up to the standard required by law. A thorough investigation which will determine the responsibility for the sale of this oil to the retail trade is urgently required in the interests of the general public and the country dealers.

At the present time proceedings have been instituted against a hardware man in Alexander, Man., for the sale of kerosene which was responsible for a

death, and it is said that other prosecutions of the kind are to follow. These prosecutions will probably lead to a judicial investigation which will determine the responsibility, but in the interests of the retail trade we would suggest that the proper course is not to prosecute individual dealers, but to conduct a thorough investigation into all the facts of the case. The retailer who has sold coal oil without any reason to doubt that it is of the standard required by law will suffer particular hardship if he is to be prosecuted for accidents for which he is not responsible. For the protection of the retail trade a searching investigation is urgently required.

VALUE FOR THE MONEY.

In discussing the essential principles of success with those in the trade, some novel ideas are sometimes enunciated.

A merchant in a small Ontario town who certainly has been successful in the grocery business, maintains that his success is due to giving his customers honest values. Now, we all know that honesty is an essential to success, but when this engenders a monetary loss it is difficult to make ourselves believe it, although every man who is honest with himself knows that it brings ultimate gain. Knowing this to be the case, it looks like a good investment, according to this grocer, so, for practical reasons if not from the ethical aspect of the question, it should be practiced. This grocer is honest with his customers in more ways than one. He not only gives his customers full weight and correct change, but he sells the goods which he knows will give the customer the best value for his or her money. If a customer goes to a store and purchases a cheap article, the chances are he will forget the price and only remember that he got mighty small value for what he did spend, and as an adage has it, "the memory of quality will remain long after the price is forgotten." To determine real value is not a difficult matter, and this grocer maintains that when he gives value for the money he receives he wins out in the long run.

SIBERIA AND ITS BUTTER.

On one or two occasions during the past year The Grocer has called the attention of its readers to the rising competitor which Canada has in the British butter and cheese markets, namely, Siberia. It was pointed out that the Siberian products were excluded from the British markets owing to the difficulties in transportation, which precluded the possibility of competing with the

Canadian products. It is interesting to contemplate this country for a moment, and dispel from our minds certain delusions which have found root there.

The popular connection which associates Siberia with our thoughts is that of the penal servitude system of Russia. Prose writer and poet have illumined the pages of current literature with its devious workings, and chiefly have featured its terrors as associated with a cruel, cold, and inhospitable climate. In this way people have come to think of Siberia only as a frozen waste, or a wide flung expanse of white, stained with red. While this fact cannot be disputed it can be limited and in its stead a picture more alluring and reposeful presented. We think of our own country with its luxuriant vegetation in the summer and the real beauties of a rigorous winter, without discomfort, without the thought of economic, religious or climatic disorders which leave a trail of blood and wretchedness in their wake. In the same way we may with all truth, think of the largest part of Siberia, which is a wonderful country, lying as it does within the tropic and within the Arctic zones. As a dairying country its resources are superb, and the only difficulties, and those which are being rapidly overcome, are the introduction of modern machinery, and establishment of adequate transportation facilities. When these come, coupled with magnificent natural advantages, and the economic advantage of cheap labor, the world will think, perhaps ironically, that this country has been suddenly transformed into a powerful competitor, and its influence will be world wide in this respect.

POOR PAY CUSTOMERS.

One of the most important reasons why the grocers of a town or city should unite is to protect themselves against what is termed the professional deadbeat. He is the person who goes about from store to store getting himself as far as possible into the debt of those who befriend him.

In Fort William, as will be observed from the correspondence from there in last week's issue, the merchants are raising a barrier against the deadbeat. They have formed a Retailers' Information Bureau. The annual fee of ten dollars is paid by each member and this entitles him to the privilege of determining from the bureau whether a man can be relied upon or not. Where a merchant has lost by giving credit to someone who will not pay, the name of the party goes to the bureau. In this way Fort William merchants expect to rid themselves of a long-existing evil and to save money.

Latest News About Canadian Grocers

Western Canada Notes

Japan Makes More Demands for British Columbia Apples—Decline in Potato Prices—Saskatoon Grocery Window Never Coated With Frost.

VANCOUVER.

January 26.—Retailers have received notice that there will shortly be an increase in the price of canned goods, and the opinion has been expressed that this is an arrangement to enable the wholesalers and the packers to clean out their stocks in preparation of the coming season's trade. If business in these lines has been a little slow, or even if it has not, the announcement that the prices are going to go up will stimulate the retailers to put goods on their shelves. This will relieve the large stocks held by the jobbers and manufacturers. The conclusion is a plausible one, but it is doubtful if either the wholesalers or manufacturers ever had such an intention in view. The matter is quoted just to show what some of the retailers think.

Since the cold snap, which departed last week, potatoes have been a strong feature on the market. The price until Wednesday last was \$35 a ton, quoted without exception by the commission and wholesale men, but two days ago the price dropped to \$28. Even that figure is \$7 above what it was two or three weeks ago. A visitor from New Westminster stated yesterday that he did not think the high price would continue very long, as everybody's potatoes could not have been frozen. He thought that as potatoes were rather plentiful before the cold snap that it would give opportunity for those who had stocks to get rid of them. That may be, but last week there were few stocks in the city. The quantity of potatoes used in Vancouver is large, and the price advanced because potatoes were scarce here, and it was impossible to get more in.

On the Montague, which left on Sunday for the Orient, was another shipment of apples to Japan, consisting of fifty boxes of first-class fruit. Some time ago H. Duncan, a commission merchant of this city, went to Japan with the intention of introducing British Columbia fruit in that country, and it looks as if he has been successful, since he has ordered more. No particulars have arrived as yet, simply the cablegram asking that another shipment be forwarded. Rates of freight have been made fairly reasonable and negotiations to have them further reduced are now pending.

Considerable progress has been made toward the readjustment of the affairs of the Kootenay Fruit Growers' Association at Nelson, B.C. At a meeting recently held, when W. H. Ford was elected chairman, a new board of directors was appointed, and they were recommended to endeavor to arrange for the disposal of the season's fruit through a commission agent in Nelson. The Dominion Express Company was

waited upon by a deputation and agreed to do all in their power to facilitate the shipping of fruit, and agreed that their agents in the various towns on the prairie should arrange sales, collect money from purchasers and act as settlers of any disputes which might arise as to damaged fruit, etc.

Since the coming season is expected to see the big quadrennial run of salmon, some citizens of New Westminster have secured the Industrial Cannery. The purchase price was \$25,000, the principals being Martin Monk and Mrs. McDonald, and with them are T. S. Annandale, L. B. Lusby and J. Poingdestre.

Martin Fredenhagen, the new proprietor of the milk condensing factory in New Westminster, started operations on Wednesday of this week. He is operating under the name of the B.C. Milk Company. He formerly conducted a similar factory in Washington state.

Sol. Oppenheimer, who is in the commission business here, has taken over a large warehouse, which will be used for storage purposes.

Harry W. Swain, formerly a bookkeeper in the co-operative store in

Chilliwack, has left Haney, B.C., and has gone to Grand Forks.

Harry A. Edgett, of the H. A. Edgett Company, grocers, of this city, was returned at the head of the poll for license commissioner. Mr. Edgett is now serving his second term.

D. A. Simpson, of Glencoe, Ont., has purchased a controlling interest in the Coleman Mercantile Company, from Smith Bros., of Lethbridge. Five years ago Smith Bros. took over this business and under the management of O. W. Benedict, the principal director, steady growth has been made.

SASKATOON.

January 26.—To prevent the goods on display being obscured by frost during the winter, J. F. Cairns has had the windows of his store ventilated by means of small air holes, which keeps the atmosphere on both sides of the glass about the same temperature.

The butchers have asked the city council to raise the license on butchers peddling meat within the city. The reason for the request, they say, is that not only farmers, but others having no place of business, are underselling them and sometimes disposing of meat not fit for food. The matter will be looked into by the city authorities.

A fire at Vonda this week destroyed the store and stock of Boese and Schmidt, and also that of Webb and Beems.

Maritime Provinces and Quebec

Cold Storage Plant Wanted in Georgetown—Montreal Milk and Liquor Problems—Express Companies' Charges Heard at St. John—Halifax Apple Shipments.

GEORGETOWN, P.E.I.

January 26.—Business is very much improved this week. A few inches of snow has made light sleighing and as a result people are able to move about.

One essential that Prince Edward Island is lacking is an up-to-date cold storage plant. At present anything in the shape of fresh cod, herring or mackerel has to be imported from Nova Scotia, while in the summer there is no place to keep eggs, fowl or any commodities of this nature. There is no doubt that there is a good thing in it for any one with some capital and enterprise.

Poultry is very scarce in this town at present. Seldom has the supply been so low.

The wholesale men report business good for this season of the year, and collections good also.

A. Maclean & Co. made a good display of cigarettes by using an ordinary hoop for pinning the cartons on, thus making a striking cigarette circle. A good thing also in an arrangement of package tobaccos is a long, narrow

strip of board with the packages pinned on.

ST. JOHN.

January 26.—In the produce market last week butter and eggs were both reported easier. Tub butter dropped two cents a pound, and hennery eggs are now selling for from 27 to 30 cents a dozen, and case eggs from 27 to 28 cents. Lard advanced another quarter cent and is held for from 13½ to 13¾ cents a pound by the tub. Manitoba flours dropped and are now selling at \$6.35 to \$6.45 a barrel.

A provision dealer, in discussing the high prices being received by the farmers for their produce, referred to the increase in the prices in late years. Ten to fifteen years ago the average price of pork was 4½ to 5½ cents a pound, to-day 9c; beef, 4½ to 6, now 7½ to 9c; butter 17, now 27; eggs 17 now 30c; chickens 40 to 70c a pair, now 70c to \$1.50; turkeys 15c, a pound, now 23c; geese 60 to 80c each, now \$1.00 to \$1.50 each. These are the average prices for the year, although eggs have

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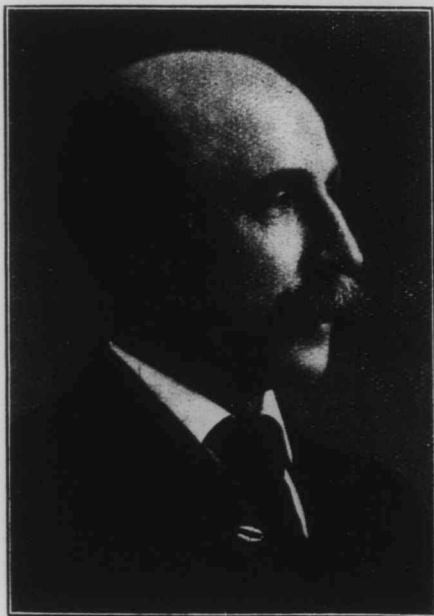
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at times reached 50c per dozen, butter 38c per pound, chickens \$2.00 a pair, turkeys 30c a pound, geese \$2.00 each.

A correspondent in Sussex, King's County, writes:—"Butter is off in price as compared with the corresponding period last year. Wholesale rates are several cents below the quotation of January of 1908. The trouble is with the markets. The demand for butter this season is not nearly as great as was the case twelve months ago. A large amount of Ontario butter has also found its way into this territory."

Andrew W. Price has opened a meat and provision store in Sussex in the brick block on Church Avenue. The new premises have been fitted up with a refrigerator, etc., and are up to date in every particular.

Thomas Bustin, a retired sea captain and former employe in the Customs service, died here on Sunday, Jan. 17, aged eighty-three years. He was a well known and highly respected citizen and prominent in church and fraternal circles. On his retirement from the sea



W. F. TODD,

A Mount Stephen, N.B., Grocer Elected to Dominion Parliament at Last General Elections.

Mr. Bustin for a number of years conducted a grocery and provision store with a butcher shop on what used to be known as Bustin's corner, at the junction of Charlotte and Princess Streets. He served as alderman for one term, from 1865 to 1866. He is survived by seven daughters. The funeral was held on Jan. 19.

The Railway Commission met here last week and listened to complaints from a number of merchants against charges made by the express companies. Among those who were heard were: Horace Hazzard, broker, of Charlottetown, P.E.I.; G. A. Stanley Hopkins, provision dealer, St. John; Charles Stewart, proprietor of the Maritime Cornmeal Milling Co., and others.

Baird & Peters' team defeated the G. E. Barbour Company men in a hockey match on Saturday night, Jan. 16, in

Queen's rink, by a score of 6 to 2. The line-ups were:—Baird & Peters—Goal, Paterson; point, Crocker; centre, Sturdee; rover, T. Ledingham; wings, Wetmore and J. Ledingham. Barbour Co.—Goal, Seely; point, Barbour; cover-point, Leonard; centre, Howard; rover, McKendrick; wings, Stewart and McCavour.

H. E. C. Sturdee was referee.

The Barbour team challenged Baird & Peters to a return match on Saturday, Jan. 30, and the challenge was accepted.—W.E.H.

MONTREAL.

Jan. 27.—The Grocer is pleased to record this week the well deserved promotion of Alf. Foreman, manager of the Carsley Grocery, to the greater sphere of general manager of the entire downtown store of this firm. Mr. Foreman assumes his new duties May 1, when the present management of Carsley Co. take over the store now occupied by the W. H. Scroggie Company. "Alf." has for many years been the manager of the grocery department, under whose management it has met with good success. A celebrated merchant prince once said, that if a man could successfully manage a grocery store, he could manage most any kind of a business. Owing to the immense amount of detail, small profits and in some cases, the perishable nature of the goods handled, no small amount of executive ability is required to make the business a success. In view of this training, Mr. Foreman seems to be qualified to fill his larger and more responsible office.

The officers of the Corn Exchange Association were elected by acclamation, the nominations closing Friday, Jan. 22 at 6 p.m. The following is the result of the election: President, Joseph Quintal; Treasurer, Alfred Haplin; Committee of management, Messrs. R. W. Oliver, P. B. Earle, W. W. Hutchinson, J. S. Norris, E. S. Jaques, James Carruthers, W. I. Gear; Board of Review, Chairman, Edgar Judge, C. Esdaile, J. E. Hunsicker and Alex. McFee.

M. Mercier, late with A. R. Robitaille & Co., and M. Barbeau, have opened a large grocery store at the corner of Villeneuve St. and Cadieux St., Ville St. Louis, under the firm name of Barbeau & Mercier. They are conducting a cash business and so far have met with gratifying results.

The proposed action of the City Council, in taking away the privilege of selling milk from the grocers, and increasing the price of licenses, continue to be the chief items of interest among the trade. The milk question, however, is not of any grave importance to the grocers, but the imposition of a greater license fee to sell liquors is considered extremely unjust, in view of the reasons why it should be imposed as advanced by the City Hall people. It means that the great majority of grocers who use their license as a legitimate adjunct to their grocery lines will have to suffer for the sins of a few. It is felt that if some grocers are selling by the glass,

and otherwise acting in contravention to the agreement whereby they received their licenses they should be punished individually and failure to discover them, and mete out adequate punishment, is a confession of weakness by the detective and police force or whoever is to blame in the non-enforcement in the law.

The Lake-of-the-Woods Flour Mills Co. dropped their prices 30c per barrel and 15c per bag on Jan. 19.

Wild rumors are in the air about further extravagant cuts but at present there is not sufficient evidence to make the statement authoritative.

Tuesday evening, Jan. 26, the first euchre and dance of the Montreal Retail Grocers' Association was held in the Auditorium Hall, Berthelet St. During the first part of the evening cards were played, and after supper, which was served at midnight, dancing became general. The large number in attendance, testified to the popularity of the grocers' latest social venture. Representatives of the other branches of the association were there, and "there was a sound of revelry" until the early hours of the morning. The orchestra was good, likewise the supper, and the floor was in excellent condition and everyone enjoyed themselves.

Sir William Van Horne, who has just returned from Cuba, reports a flourishing condition on the island. Sir William said, in discussing the condition of affairs, "Business in Cuba has taken a decided upward turn since the elections and particularly since the harvesting of the new sugar crop commenced, all crops are good and the usual credits have been resumed."

HALIFAX.

Jan. 26.—Business is fairly good for this season of the year, though not quite as brisk as was expected. The absence of snow and the poor condition of the roads has had a rather depressing effect on trade, and the supplies going out to the lumber camps are smaller than usual. Some lines of canned goods are in fair demand. Prices are steady throughout the list, and collections are about on an average. High prices are still asked for apples. Some excellent No 1 Bishop Pippins were marketed this week and they sold for \$3.00 per barrel. Considering the lateness of the season for this class of apples they were in excellent condition. The jobbers who bought this stock however, stated that the demand for pippins is very light at the present time. There is a good demand for spies and Baldwins, but these varieties are held by the speculators. So far this season 356,000 barrels of apples have been shipped through this port; 101,656 barrels were sent to Liverpool; 208,996 to London; 39,995 to Glasgow, and the balance to other ports. This is about 75,000 barrels more than was shipped for the same period last season. There are more apples in the warehouses in the Annapolis Valley to go forward this season.

The people of Yarmouth County, N.S., made money last season shipping blueberries to Boston. From Yarmouth 24,

210 crates were shipped, for which \$53,806 was paid by Boston dealers. All these shipments were in small lots, under \$100 each.

Poultry is now very scarce on the local market. All the native raised stock has been cleared up and the dealers are now bringing poultry here from Ontario.

There is only a limited supply of fresh eggs coming in at the present time, and they are quoted at 35 cents per dozen. Case eggs are in good supply and vary in price from 25 to 30 cents.

The butter situation is practically unchanged. There is only a moderate quantity being marketed, and all the creamery stock offered finds a ready sale. Fresh dairy butter is very scarce and there are no small tubs on the market.

J. C. Smith, of Ontario, an extensive shipper of apples, now operating in Nova Scotia, referring to the condition of the apple market says: "Prices were low until about the middle of December, when they suddenly took a big jump and returns coming in now are fully one dollar per barrel better than those of a year ago, and, judging from all known conditions, are likely to con-

tinue so, owing to the shortage of the crop, outside of Nova Scotia. Halifax is practically the only exporting port for the balance of the season.

"The great bulk of the apple crop is now sold and owned outside of this Province, largely by English operators. Last year the growers got all the money for the crop, and the dealers lost heavily, but this year, with the December jump in prices, the dealers stand to recover a large portion of the losses of last season.

"Nova Scotia is now taking better care of the apple crop and devoting more attention to it than any other district, except New York State and the Pacific Coast, but there is still room for improvement in this respect. If Nova Scotia aimed more at producing quality instead of quantity it would pay the fruit growers better. If the farmers strove for quality rather than quantity they would double or treble their crop production and always be certain of a good paying market. There is much complaint at home and abroad as to fraudulent packing. When the packers see that the fruit is selected and properly packed and marked the apples shipped to the British market will bring much better prices."

From Ontario Correspondents

Eggs Sell by the Pound at Lindsay—Peterboro Men Open First Store at Gowanda—Blenheim Grocer to Handle Wall Paper—To Rebuild Kingston Broom Factory—Potato Machinery Co. to Locate in Galt.

LINDSAY.

January 27.—For a time the country roads could not have suited the grocers of Lindsay better, and trade was brisk, but there has been a setback of small dimensions. The weather has changed considerably and at present the roads are getting poor. However, on the whole there was a good attendance of farmers in town Saturday, the day that the farmer likes to come to town, and a good deal of trade buying was done.

Several confectionery stores were raided in Montreal last week and brandy chocolates seized, with the result that the proprietors of the same were fined. There are few grocery dealers in Lindsay in favor of selling this kind of confectionery. At one time one or two of the merchants sold this kind of chocolate and as they were refused to the children in the confectionery stores, these grocers sold a goodly quantity, but it is understood that there is not a grocery in town selling brandy chocolates at the present time.

Thos. Blackwell, who oftentimes visits Lindsay, is always welcomed by citizens generally. He at one time conducted a well established business in the premises now occupied by Adams Bros.

Adams Bros. secured the complete stock of groceries in the A. Primeau stand, except the fixtures, at a reasonable rate on the dollar. The stock was moved into Adams' store and is neatly arranged all by itself, so that it is easy to get at. J. A. Primeau is conducting business in the stand formerly oc-

cupied by his father. He is selling a much smaller stock than was formerly carried.

Considerable business is done here in the pressed hay line, although the demand at the present is not very brisk. Two grocery firms, Adams Brothers and Spratt & Killen, handle the pressed hay, and they ship it to all parts of Ontario.

Regarding the general grocery trade, apples are scarce and dear, spies selling at \$5 per barrel. There is a fair supply of butter and the prices are fairly well maintained. Fresh eggs are coming in fairly well and there is a prospect for lower prices.

Ald. Calvert, who conducts a butcher business, is advertising eggs to be sold by the pound instead of the dozen.

Collections on accounts for January have been good so far.

LONDON.

Jan. 27.—Business, both wholesale and retail, is pretty fair here. The feature of the wholesale trade the past week was the advance of 10c per cwt. in refined sugar. Raws keep very high, and will likely continue so for a time. Teas are also still very high. Coffees continue to fluctuate, but the tendency is upward. Other staples are unchanged.

The Canadian Packing Company is said to have purchased a site for an abattoir. It has also taken over the Flavelle property on William St., and

is now turning it into a packing factory.

At a meeting of the executive committee of the London Retail Grocers' Association held last week, it was decided to hold the annual banquet on Thursday evening, Feb. 18. It will be the second that the grocers have held, and President Thomas Shaw, Treasurer Ed. J. Ryan, and the Secretary, Cyril Hayes, are busy preparing a toast list. R. J. Donaghy was appointed chairman of the reception committee and William T. Mullins chairman of the committee to look after the music. The programme arranged will be a most enjoyable one, and invitations will be sent to all the members of the association and to the city travelers. The invitation committee will meet this week to complete its list.

Jos. O'Brien, London West, has sold his grocery business to Ernest Charlton, of Ilderton, who also bought the real estate.

KINGSTON.

January 27.—Many grocers are putting in silent salesmen and intend carrying a line of candies, chocolates, bonbons, etc. Confectioners are selling teas, coffees and canned goods; meat stores are doing the same, and many grocers sell fresh meats. This seems to complicate matters, making it difficult to define what a grocer really is.

The poultry show is on this week and promises to be the best the association has yet held.

The week past has been a notable one. The curlers' bonspiel was held and was a great success. Many grocers were in the contest.

Tenders are out for the reconstruction of the broom factory recently burned out.

A sudden change has come in weather conditions and as a result the markets are small.

Raffles came to town, and many a traveler is collared and taken to the Whig office for identification—no use resisting.

A peddler from Toronto, named Goodman Glassman, was captured by Policeman Arneil and brought before the magistrate. He broke down and cried and was allowed off. He was escorted to the train and sent back again.

PETERBORO.

January 27.—One of the ordinary commodities that grocers now report scarce are apples. One of the leading merchants stated that he did not have an apple in the store, but expected a quantity of snows on the morrow. The best quality of apples, however, he stated, could scarcely be secured and then the people would in most cases be averse to paying the high price that would have to be demanded. The farmers also report a scarcity of the winter varieties and but few bags are offered each Saturday.

The general line of groceries is reported holding its own and doing nothing out of the ordinary. Individual grocers are making their own fortes. For instance, one is advertising Bovril strongly, another is making canned goods his specialty, and thus the busi-

ness altogether is progressing favorably.

It may be said that canned goods are generally strong at present and the sales are above the average. Winter goods of a special nature are also moving rapidly. This includes cocoa, chocolate, Bovril and other liquids which are sought after by the young people in particular. Oranges are inclined towards a rather low price, although the drop is not very noticeable. Thirty and forty cents a dozen is reported the best prices for navel oranges, and the Mexican variety sells considerably cheaper.

E. F. Mason's south store has a striking ad. of Bovril, representing the ghost of the Bovine. It has attracted the attention of a large number of pedestrians, especially at night, as it is then more prominent.

On Monday afternoon the auction sale of 1,000 boxes of Christmas raisins was begun and was attended by a large number of men and women, and a very representative number of the leading grocers. The first price offered was \$1.40 a box and several hours later it was down to \$1.05 and \$1.00. It is expected that some of the grocers will purchase large lots of them, as they are said to be in fine condition.

There is no trouble being experienced from the potato supply, and the price continues at 20 cents a peck generally or 90c a bag.

A farmer was recently fined \$15.25 for not delivering meat to a man who had paid him \$2 as a deposit that it would be delivered. The man made no effort to deliver it and the police watched the market until he reappeared the next week with a new load. In the meantime he had sold the citizen's quarter.

There are an unusually large number of banquets being held at present—a fact that pleases the grocers, as they are indirectly affected, the goods being all purchased in the city.

It remained for several Peterboro people to open the first store in Gowanda, according to a letter sent home by one of them. David Conroy, of East City, accompanied by Frank O'Connor, Michael Conroy, John Heffernan and John O'Brien composed the party. They drove their own cattle ahead of them, breaking the way, and afterwards slaughtered them and sold them as fresh meat. They also have a small line of general provisions which they have arranged to keep stocked, and it is understood that they will carry on the business for a time at least. Some of the men carry on prospecting work while the others look after the store.

STRATFORD.

Jan. 27.—With such balmy weather as we have been having these last few days and the many farmers coming into the stores telling "how fast the spring plowing is progressing," it begins to make the grocer and butcher alike wonder where the ice for his refrigerator next summer is coming from.

The numerous January sales now in full swing among the dry goods men seem to be helping the grocery trade too. When a lady comes up town to get her bargains she usually drops into her grocery and buys something extra that she sees displayed.

Butter and eggs were in good demand Saturday. The market not being very

large therefor a greater demand was created at the stores.

Most grocers report a good day's business on Saturday, two or three firms having their deliveries going till midnight.

Jas. Lloyd, wholesale fruit dealer, received his first car of lemons this week, since the great earthquake. These lemons were shipped from Palermo.

The Whyte Packing Co. have been enlarging their grocery department during the past week, which will help them handle their increasing trade.

W. J. McCully of the McCully and Haugh Grocery, made a business trip to St. Thomas last week.

Albert Lloyd, the Nile street grocer, who has been laid up for a time through illness is able to be around again.

CHATHAM.

Jan. 27.—Following Mayor Westman's suggestion, the civic property committee have held a couple of meetings for the purpose of hearing suggestions from citizens with reference to the closing of the market to retailers and wholesale buyers. The evidence so far submitted does not indicate any very lively resentment on the part of the public at large against the present "open market," only a few individuals being on hand to voice complaints. Nevertheless, some measure of restriction is likely to be enacted, much depending on the city's ability to exclude wholesale buyers.

The Retail Merchants' Association—which is Chatham's nearest approach to a grocers' organization, practically 50 per cent. of the active members being grocers—is having hard luck in the selection of a meeting night. The association deferred the meeting scheduled to take place on Jan. 12, to accommodate the Board of Trade, last Tuesday a concert attraction kept most of the members away. The meeting night has been an old grievance ever since the association started and uncertainty on this point has played its part in keeping down the membership.

A good catchy notion is shown in Harry Andrew's grocery, in the shape of a series of advertising cards tacked along the top ledge of the shelving, a few feet apart. The cards are home-made, of white cardboard, with red and black lettering, each containing half a dozen words calling attention to some particular line of goods, with prices prominently displayed. "The best 25c Japan tea in the city" is a sample. The cards by their very simplicity, attract attention in an age of flaming, bright-hued advertising posters.

Several grocers narrowly escaped being victimized during the past few days by a wily short-change artist. The man was an Abyssinian, John Griffon by name. Ex-Ald. Wm. Potter was one of the victims, the man deftly nailing \$2 when Mr. Potter "changed" some bills for him. A similar game was played on Darwin Pelett, though that gentleman nailed the man before he left the store and compelled him to "cough up." Zakoor Bros., fruit merchants, whom he

attempted to victimize, were wise, and instructed him to "get out and get." Griffon wound up in the police court this morning, when he was found guilty on two counts and remanded a week for sentence.

At the inaugural meeting of the West Kent License Commission, held this morning, Joseph A. Wilson, the Queen St. grocer, and the only remaining member of last year's board, was unanimously re-elected chairman.

An early closing agreement went into effect in Amherstberg last week, 22 merchants signing an agreement to close their places of business at 6 o'clock every evening, Saturdays excepted, from Jan. 18 to March 31. After that early-closing is to hold good only on Tuesdays and Thursdays.

P. C. Little, a Blenheim grocer, has branched out into a new line. In addition to a well-stocked china hall, he is now handling wall paper. Announcement to this effect has just been made through the Blenheim press.

GALT.

Jan. 27.—The grocery business, in fact all businesses, are brisk in Galt at the present time. The factories are resuming the ten-hour day, and the workers are spending their money more freely.

The price of brooms has been advanced at all the grocery stores, but as yet no public kick has been registered by the users, and it is not anticipated that there will be.

It is rumored that one of the foreign fruit dealers is in a bad way financially and that he will shortly retire from business. He is the largest fruit dealer in Galt and supplies all the other foreigners.

Concentrated Soups are being demonstrated at Sloan's this week. This novelty in the soup line is attracting a great deal of attention, and the quality of the finished article is highly commended by the ladies.

New evaporated apples are finding a large demand among those who cannot afford the genuine article.

John Sloan paid business visits to Hamilton and Toronto this week.

It was definitely decided to-day that a branch of the Potato Machinery Co., of Hammond, Ind., would be established in Galt. The company have purchased four acres of land on the Stone Road and building operations will be commenced immediately. The company is not securing any concessions from the town.

The Retail Merchants' Association is making preparations for its annual banquet. It is understood that the affair this year will be most pretentious. The association had had a very successful year, and has accomplished much in the interests of local merchants.

The Galt market is constantly growing. The attendance on Saturday was most satisfactory. Butter was 30c per pound and eggs 30c per dozen.

GUELPH.

Jan. 27.—“That was a great editorial that The Grocer had last week,” said a grocer to-day. “That is getting right home to a few grocers in Guelph.” On inquiry as to which one he referred to he said, “Oh, there was only one that caught me as being ‘just right,’ and that was the one ‘Knifing the Other Fellow.’”

Ald. J. A. McCrea, of J. A. McCrea & Son, accompanied by Mrs. McCrea, left this morning on a business trip to New York. He will be away about ten days and we will be glad to hear his opinion on business on his return.

Most of the grocers have finished stock-taking and report that they have done better in most cases than they had anticipated during the past year.

Our attention was called recently to a rubber stamp that is being used by a United States firm which could be used quite successfully in Canada also. It was stamped quite plainly on the invoice and read:

“Our records show that you have in the past allowed us to make drafts for your account and then you send a check to reach us after the draft has gone forward. Kindly correct this by sending settlement far enough ahead to prevent draft being made, thereby saving much labor and expense. Our drafts positively go forward on date advised.”

Bell Bros., butchers in A. W. Tyson's old stand, have sold to Warren Bros., of Aberfoyle.

Scott & Manning, a new firm, have opened a new fish store on Quebec St. This firm claim to have had 12 years' experience in Scotland and San Francisco.

The very bad weather on Saturday was the cause of a small market. Very few farmers came in as there was neither good sleighing or wheeling. There was not much change in prices, hay at \$9 per ton being the most noticeable.

“I have been 30 years paddling up and down behind a grocery counter,” said a grocer on Saturday, “and I want to tell you right here, it costs too much to do business nowadays,” and to my mind I think he is right. For instance, and this is one question I would like to see discussed in The Grocer, the cost of delivery. We have anywhere from 30 to 40 grocery stores in Guelph and each has from one to three horses and vehicles on the road all the time. Why could we not have a general delivery system—something after the style of our large dry goods stores, only on a larger and broader scale, and have a delivery system entirely controlled by one firm? This might be a good thing for the grocers to get together about and discuss.

BRANTFORD.

Jan. 27.—During the month of February the Grand Valley Radial Company will give cheap rates from Galt and other points to Brantford. Single fare rates during the week and on Saturdays a 50c rate from Galt will be given. The company and the local merchants pro-

pose working together in the bringing of people here on market days.

The Hampel Box Co., recently destroyed by fire, started work again this week with a full staff. The adjustment of the insurance involved some \$6,000 on contents, building and equipment.

Fred Corey, east ward grocer, who has for the past seven or eight years conducted a large credit business, has announced that as a result of years of experience, he has decided that commencing Feb. 1st he will conduct his business on a strictly cash basis. This is being generously advertised in the daily papers and by circular letters.

There was a small market last week. The poor market accommodation the Saturday previous, which was very cold, seemed to have a tendency of holding the attendance down. The supply of meat was heavy and failed to find buyers on account of the mild weather. Butter sold at 28c to 30c; eggs, 30c to 35c dozen; chickens, 90c and \$1 per pair.

FORT WILLIAM.

Jan. 26.—John King, the new wholesale grocer of this city, has gone east to arrange with manufacturers for the shipment of goods as soon as navigation opens. The house has been somewhat handicapped during this winter by not having had its building ready early enough to order supplies before navigation closed in 1908.

Such of the bankrupt stock of the Marine Grocery not yet purchased by other local merchants is now being sold retail through Mr. Mills, of Port Arthur.

Produce is reaching its top notch winter prices. Eggs, in the case, cost wholesale, 28c per dozen, while there is a ready market for local new-laid eggs at 60c per dozen. Very few of these are offering. The prices will probably remain about the same until Easter. New-laid eggs shipped in by express are retailing at 50c.

Potatoes are the same price as has prevailed through the winter—\$1.25 per bag of 90 pounds—but the stocks are getting low and it is expected that some potatoes will have to be shipped in before the opening of navigation and these will retail for higher prices. Apples will also be shipped in by heated cars and will cost from \$4.75 to \$5 wholesale, which is the price for which they now retail.

Express charges seem to be almost as good as 100 per cent. duty on any produce shipped in this way. One merchant says he paid more in express rates than the actual cost of the fresh vegetables that he had ordered, and the same, he states, applied to a shipment of finnan haddie sent by express to the same firm.

Canned goods have remained constant here for some time, being lower than last winter. There is a growing sentiment among buyers in favor of goods put up in the hygiene cans, which are lacquered in the inside and are sup-

posed to be acid proof. There is considerable difference in the prices, tomatoes in the ordinary can retailing for 3 for 25c, and in the hygiene cans at 10c per can straight. Fort William buyers, however, are usually prepared to purchase the best, either in groceries or clothing, and merchants find that it pays to supply the very finest quality in this city regardless of the fact that the cost may be somewhat higher than that of inferior brands. This applies especially to teas, there being not a great demand for any of the cheaper grades, which retail below forty or even fifty cents.

The grocery firm of McLaurin & Dow has just installed the Huber system of accounting, and Mr. Dow expresses himself as well pleased with this method of grocery book-keeping. He stated that he considered the Huber system was ahead of all others. The point on which he laid especial stress when showing your correspondent the methods used in this plan, is that after every sale, that is to say, credit sale, the customer has a complete statement of his account to date. This is done on the counter check itself, on which a space is reserved for the statement of the balance previously due and this amount is filled in by the clerk, making the sale from the readily accessible record in the filing cabinet supplied with the system. The only doubt concerning the working of the system seems to be the possibility of too much extra work and delay being occasioned to the clerks at a time when there is a rush of customers in the store. Mr. Dow, however, considers that there is not enough time lost in making the entries on the counter checks to cause any appreciable inconvenience. The work of getting a statement of outstanding accounts can be got from the cabinet records with very little trouble, and the whole of the interior of the cabinet, with the statements can be lifted out and laid away at night in the fireproof vaults.

TORONTO.

Jan. 27.—Fire broke out in the grocery store of Maxwell Armstrong, 176 Terauley street, on Sunday morning, resulting in a loss of \$750. The cause of the blaze is attributed to the appetites for matches by rats or mice. The building is owned by Mrs. E. Teasdall, Shaw street, and was damaged to the extent of about \$250. The loss to the contents was about \$500 and is covered by insurance.

A. E. Proctor, 239 Wellesley St., made alterations in his store which makes a decided improvement. His large front windows with the upper parts for displaying goods is unique and original.

“It is not now who can sell the cheapest, but who can give the best service,” says an up-to-date Toronto grocer.

The clerk who is afraid he earns more than he gets, never earns what he does get.

“If a grocer does not like his business it is proof positive that he knows very little about it,” is the opinion of another grocer.

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HAMILTON.

January 28.—Our new council has got into line and with such a mayor it looks as if Hamilton will be well governed. On Monday night they put themselves on record as temperance people. Legally the city is entitled to 75 hotel licenses, while there have been only 68 issued by the commissioners. The council, by a vote of 13 to 8, reduced the legal number from 75 to 68, which is sort of "as you were." The trade was highly pleased at the election of John Forth as the president of the Retail Grocers' Association.

It is hoped that through his persistence a number of grievances may be straightened out. Among these are the peddler nuisance, regulation of the produce market, good roads by-law, the prohibiting of dogs on the streets during business hours, the question of transient traders, etc. Mr. Forth is a forcible speaker and being a member of one of the leading committees much is expected of him.

The very sudden death of Daniel Henry came as a great surprise to his friends. He was a grocer of many years' standing, a man of honor and integrity and he was esteemed by all who came in contact with him.

HOME FROM THE EAST.

After a two weeks' business trip through the Maritime Provinces, J. Ernest Clarke, Canadian manager for Thos. J. Lipton, returned to Toronto on Monday. Speaking of trade conditions in that portion of the Dominion, Mr. Clarke had found them particularly bright. This, it is claimed, is due to the immense tourist trade through the Eastern Provinces last year on account of the Quebec tercentenary. Mr. Clarke states that in connection with the tea trade consumers are getting more and more accustomed to buying better tea than in the past. This was noticeable in the Maritime Provinces.

PERSONAL.

H. C. Hawkins, secretary-treasurer for the Canadian Fish and Transportation Co., Limited, Blind River, Ont., called at The Grocer office this week. He visited the fish dealers both in Toronto and Hamilton and the pleasant smile he wore would indicate he was satisfied with his jaunt in this direction.

A MONEY-MAKER.

H. E. Fairfield, grocer, of Belleville, who is a close reader of The Grocer, recently noticed our forecast of the bean market. A few days later a farmer drove into Belleville with a load of beans containing 40 bushels. Acting directly upon the article from The Grocer, Mr. Fairfield bought the whole load at from 55c to 60c, selling them at \$1, and making a profit of \$16.

CASH REGISTER TOO LARGE

And London Grocer Builds His Store Around It—How the Various Departments Are Made Up—A Novel Experience in Merchandise.

Everyone who knows him will admit that John Diprose, the London grocer, is an enterprising man, but for once his enterprise got the better of him—at least for a while. That once was when he decided to instal a cash register in his Ridout Street store.

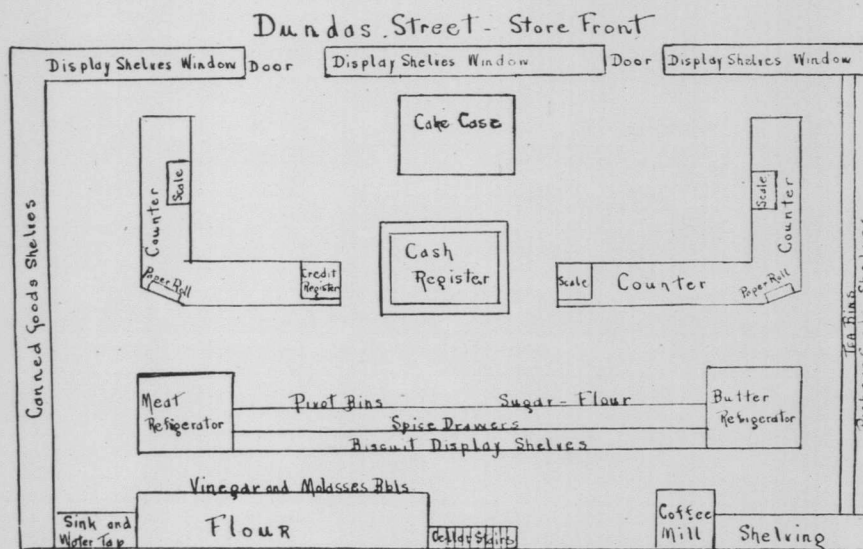
Mr. Diprose has three grocery stores in London, and some time ago he became imbued with the fact that to conduct a business successfully a merchant must be up-to-date himself and have store equipment in keeping with the times. Hard thinking along these lines made him decide to purchase cash registers for his stores. The registers selected fitted the stores all right—all but the Ridout Street establishment. For that store, which is a large one, John bought a large register; but when the instrument was delivered it would not fit—not fit comfortably. This was a difficulty that was not expected, and for a moment Mr. Diprose was non-plussed. But not for long. A quick survey of the

The right side of the store is devoted to meats and the left to groceries.

It is at the back, however, where the radical change exists. A partition has been erected behind the cross-counter, either end terminating in a refrigerator—one for meats and the other for butter and cheese. Between these two refrigerators are placed a row of pivot bins for sugar and the heavier lines of groceries; above them is a row of drawers for spices, etc., and still higher a shelf on which are a row of biscuit boxes containing samples of all kinds of biscuits. Canned goods display shelves top off the whole.

Behind the partition and completely out of sight from the floor of the store is the store-room. Here is placed the vinegar and molasses barrels; the flour bins and the coffee mill; and the large and bulky packages of stock goods.

The whole arrangement is a neat, practical and effective one; every counter, shelf and piece of store equipment



Interior Lay-out of the Diprose Store, London, that was Built Around the Cash Register.

store and a plan to build around the cash register soon evolved itself in his mind and the present arrangement of shelves and counters is the result.

A Convenient Arrangement.

The cash register is the central figure and stands on a cabinet of drawers, each of which is for the use of the various clerks. There is a space all round. To the right and left are the counters which continue their way up the sides of the store. On each end of the counter is a set of scales to one side and a credit register to the other; while just at the corners where the counters turn to the sides are sets of wrapping-paper rolls. The side counters have scales set in the middle. Behind the side counters are display shelves, those on the right being used for canned goods, and those on the left for bottled goods.

on one side of the store finding its counterpart on the other side; and yet every class of goods has a distinct place for itself. The front of the store shows three windows with two doorways. One window is devoted to showing meats and vegetables; the middle window to fruits; and the third window to groceries. Behind the centre window is a glass cabinet for confectionery. John Cummings, the brightest-faced man in London, who is in charge of the store, is an effective window-dresser, and the passerby is sure to give more than a mere glance at John's window pictures.

Altogether the re-arrangement is as near perfect as possible. There is plenty of floor space, the clerks have lots of elbow-room, and the stock is conveniently placed for handling and selling. It is as good a layout as can be seen in stores built specially for the grocery trade, and is better than a great many.

THE ORIGIN OF SMOKED FISH

Fire in a Fisherman's Hut in Scotland Said to Have Been Foundation of Present Industry.

An accident was the cause of the present smoked fish industry. It was a fire in a fisherman's hut that first revealed the possibilities of the great finnan haddie trade. The story is an interesting one to grocers and fish dealers, and is told by a Boston writer in an interesting manner.

Boston is represented as the centre of the finnan haddie trade of the United States. About 200,000,000 pounds of fresh fish are brought to T wharf every year by the three hundred or more vessels of the fishing fleet that land their finny treasures of the sea there. Some years, when the catch of haddock is unusually large, the amount cured here exceeds 5,000,000 pounds. The supply depends on the size of the catch of the fresh fish.

To people dwelling away from the sea-coast finnan haddie is a mystery. Finnan haddie is the Scotch name for smoked haddock, as that is what the fish is. It is a Scotch creation, and it gets its front name from Findon, Scotland, where it originated, by accident, too, just as did roast pig as told of so succulently by the gentle Elia in his essay on that delicacy. Haddie, of course, is the diminutive of haddock.

Once upon a time, according to tradition, 200 or 300 years ago, as the story of finnan haddie has it, a fish house in the town of Findon, in which a lot of haddock had been hung up to dry, caught fire and was partly burned. When the flames were extinguished the haddock that remained were found to be thoroughly smoked. Some of them were cooked as an experiment, and they turned out to be such very nice eating that the business of smoking haddock was established there and then. Thus came into being Findon haddock, as the smoked fish were at first called, the name later undergoing the corrupting change to finnan haddie.

Is Low in Price.

Boston is not only a great producer of finnan haddie, but a big consumer of them as well. The fish is low in price and very substantial eating as to quality, two things that no doubt account for its great popularity. It sells as low as seven cents a pound, and for the small outlay of twenty-five cents a fish can be procured large enough to furnish a good meal for a family of four, as a finnan haddie weighing three and a half pounds is considered a good sized fish.

East Boston, the chief seat of the finnan haddie industry of New England, has ten establishments devoted to the business of smoking haddock and other fish. A couple of others are located in South Boston. Oak sawdust is burned to produce the smoke by means of which the haddock are cured. This particular smoke is said to give the very finest flavor to finnan haddie. The fish are hung up to be cured while perfectly fresh no salt or pickle being used on them. Thousands of haddock go through the smoking process in a single batch.

Making Kippered Herring.

About 2,000,000 kippered herring is what Boston's yearly output amounts to. A large share of these are consumed in New England, but big shipments of them, as well as finnan haddie, are made to all parts of the country.

A kippered herring is a combination of a smoked and pickled fish. To produce it the fresh herring is first put through a light pickling process, and is then smoked the same as is any other fish.

This double curing operation is what gives to the kippered herring its own peculiar flavor. The herring used for the Boston product are for the most part those caught in Newfoundland waters, these being considered the finest.

A pair of kippered herring—they are generally sold by the pair in Boston—cost but seven cents here, if you go to the right place for them, or eight cents if you are reckless. As one fish makes a very good meal for one person, kippered herring is pretty cheap eating, and it is wholesome, too.

Smoked salt herring is still an article of very large consumption, as it has always been from the day of its invention. It is eaten by everybody, everywhere. It plays a leading role on the free lunch end of most bars, and as a thirst arouser it is second only to salt cod.

Smoked herring is the cheapest in price of all smoked fish. Smoked bloaters, which sell three for ten cents, are nothing more than large fat herring.

The bloater is a favorite breakfast dish with many people, broiled and served piping hot, and in that form it is largely eaten here.

Other Smoked Fish.

The demand for smoked salmon and smoked halibut, the two most expensive varieties of smoked fish, is fully as heavy as it ever was, so fish dealers says. It costs from twenty-five cents to thirty cents a pound to indulge in smoked salmon, and from twenty cents to twenty-five cents in smoked halibut, but a pound of either kind of fish will go quite a long way in providing a meal for two or three people.

The smoked salmon used in New England comes mostly from the Pacific coast, where the fresh salmon are caught to the extent of 250,000,000 pounds a year.

The bulk of the smoked halibut comes from the smoked fish houses of Gloucester, where about 5,000,000 pounds of it are turned out yearly.

TO PREVENT DUST.

A new article about to be introduced to Canadian grocers is "Dustbane," manufactured at 269 Chesley street, St. John, N.B.—It is a powdered compound used on floors and carpets for the pur-

pose of preventing dust from rising, while sweeping. It is also claimed to be a disinfectant thus purifying the air where it is used. Its manner of use is simple. A handful or two is distributed at the starting point and is swept along before the broom, keeping the dirt and powder together in a line. Dustbane too is represented as having sufficient strength to be used over again with good results. Grocers who handle it will be given the privilege by the manufacturers to give out a can to customers who want to try it and if it is not found satisfactory it is taken back and no charge will be made for the quantity used.

The agents for Ontario and Western Canada are Messrs. Espey and Driesbach, 600 Crown Life Building, Toronto, Ont.

DAIRYING IN P.E.I.

On his way from Prince Edward Island, on the Atlantic, to Vancouver, on the Pacific, F. Skinner, traveling representative of the Charlottetown Condensed Milk Co., of P.E.I., is in the city calling on the local agents, Rose & Laflamme. Speaking to The Grocer on dairying conditions in the island in the east, Mr. Skinner states that Prince Edward Island is rapidly becoming prominent for the cleanliness of its farmers engaged in dairying. The water there is almost entirely obtained from springs and is therefore clear as crystal. This spring water is used not only for cattle, but everything else, it is so common. Great pride is being taken, too, by the farmers there in the condition of their cattle stables. They use lime in them and other disinfectants, taking special care to keep them clear of all bacteria. The pastures, too, are splendid, and thus a high grade of milk produced.

The company Mr. Skinner represents has Premier Hazard for its president. The manager is Harry Winchester.

TRAVELERS' MEETINGS.

The first regular meeting of the board of the Commercial Travelers' Association of Canada will be held on Saturday afternoon, January 30th, in Toronto.

On Saturday also of this week the annual meeting of the Commercial Travelers' Mutual Benefit Society of Toronto will be held.

LIPTON'S NEW YORK FIRE.

The establishment of Thomas J. Lipton in New York was almost completely destroyed by fire on Jan. 8th. The block in which the business was carried on was left in an unrecognizable condition, due to the fact that three large fires occurred simultaneously, so that the forces of the firefighters became distributed. The cause was unknown. The firm immediately secured temporary offices at 113 Hudson St. and were able to meet their deliveries in tea a few days later. New York coffee roasting firms offered their facilities and orders for coffee were also almost immediately filled.

FAT STOCK SHOW.

The Fat Stock Show in West Toronto will be held next week on February 2, 3 and 4.

RECIPROCITY DISCUSSED.

The results of the Board of Trade Council elections in Montreal were announced in the Exchange Hall at noon, January 27th, at a special general meeting of the Board of Trade. The following are the results of the elections to the council:— President, F. Robertson; first vice-president, George L. Cains; second vice-president, R. M. Ballantyne; treasurer, J. R. Binning; W. Agnew, John Baillie, G. F. Benson, J. H. Burland, H. R. Drummond, J. Ethier, W. P. Hunt, Robert Ironside, J. R. Kinghorn, R. Wilson Reford, J. A. Vaillancourt and Norman Wight.

The following were elected to the board of arbitration:—A. A. Ayer, James Carruthers, George Caverhill, W. W. Craig, T. J. Drummond, C. B. Esdaile, W. I. Gear, E. B. Greenshields, A. J. Hodson, Alex. McFee, John McKerrow and Robert Reford.

After the results were announced the new president was asked to assume the chair. Mr. Robertson briefly expressed his thanks for having been elected, and assured those present that the new council would give the Board of Trade good service.

Alex. McFee then made a few remarks relative to what T. J. Drummond said the previous day in his valedictory address on reciprocity. "I think that we cannot but feel that Mr. Drummond in his address gave us something that we cannot but feel that Mr. Drummond will have the hearty support of every member of the Montreal Board of Trade on this matter. I think we should support in the strongest way possible the opinions expressed by Mr. Drummond. There is no favor in the majority of men of business in this city with the proposal of reciprocity with the United States, but there is a feeling here strongly in favor of the establishment of closer trade relations with the Mother Country. In the Mother Country at the present time there is a strong movement along the lines of national union—national union means the establishment of closer trade relations between the various members of the British Empire.

Mr. McFee concluded by stating that much thanks was due to Mr. Drummond for what he said relative to the matter. "If reciprocity is to take any definite and tangible form it must be between Canada and Great Britain." The meeting then closed.

In the elections 850 votes were cast, and two were spoiled.

THE MANUFACTURE OF EDAM CHEESE.

When Month Old it is Washed in Water and Rubbed With Linseed Oil.

So many varieties of cheese are now on the market that it is sometimes difficult for the grocer to keep track of them all and more difficult to understand their manufacture. Grocers who deal in the Edam cheese will be interested in knowing something of how it is made.

Edam, in the red circular tins, well known to the critics, is a hard rennet cheese produced in Holland; it is also known as Katzenkopf, Tete de Maure and Manbollen. The best of the product is made of unskimmed cow's milk, but

much of it at the present time is made from milk which has had at least one-half of the fat removed. The cheeses are round and are colored deep red on the surface or wrapped in tinfoil.

The perfectly fresh milk is set at 90 deg. to 95 deg. F. Color is added, and sufficient rennet is used to coagulate the milk in fifteen minutes. The curd is cut, and after a very short stirring is allowed to settle to the bottom, when the whey is dipped off. The curd is gathered in a pile, and pressure is applied for a short time to expel the whey. Care is taken in the meanwhile that the curd does not get below 82 degrees or above 90 degrees. The curd is then ready for the press. Sometimes wooden molds are used, but the best are made of iron. An attempt is made to put just sufficient curd into the mold to make a perfect sphere when pressed. When the mold is half full a little salt is added. When the mold is full, it is pressed lightly until the cheese will hold its form, when it is taken out and immersed in water for two minutes at 125 deg. The cheese is then put in the press, where it remains for twelve hours. It is then removed from the mold and placed in another form resembling the mold but without a cover, and having a hole leading from the bottom. The cheese is salted by rubbing salt on the surface. Sometimes it is kept in a salt bath for a day before putting salt on the surface. Following the salting, the cheese is washed in hot whey, and the surface is scraped smooth. It is then taken to the ripening cellar, which should have a temperature of between 50 deg. and 70 deg. Here it is turned daily for a time, and finally twice a week. In the meantime it is occasionally moistened with cold water or fresh beer.

When the cheese is one month old it is washed in water at 70 deg. for twenty minutes, and then placed in the sun to dry, after which it is rubbed with linseed oil. Before shipping the cheese is colored, usually red, but for some markets it is colored yellow with annatto. This coloring is done with a watery solution of litmus and Berlin red, or with carmine.

OF INTEREST TO TRAVELERS.

White Swan Spices & Cereals Limited, Toronto, have again secured the services of Frank Clarkson, who until a few months ago pushed White Swan Spices, etc., in the Northwest Territories. This company has now divided the territory and Mr. Clarkson will, in future, work south of the main line of the C.P.R., west of Winnipeg to Calgary, while T. Fournier will represent White Swan goods north of this line. We are also advised that the company now has British Columbia well in hand.

POISON IN SOME FOOD.

On Thursday night of last week Mrs. Samuel Grier, her son Reginald, aged 16 years, and her housekeeper, Mrs. Horner, living at 457 Jones Ave., Toronto, suffered from the effects of poi-

son in some food they ate for their tea. They had meat pies and canned tomatoes and it is yet a speculation as to which was the cause. Mr. Grier himself was not in for tea. He is an old grocer. None of the three died from the effects as medical aid was quickly summoned.

COMMISSIONER AT BELFAST.

An Ottawa despatch states that Frank Bickerdike, son of Robert Bickerdike, M.P., has been appointed Canadian Trade Commissioner in Belfast, Ireland. This is the first trade commissioner of the Dominion Government to be established in Ireland.

THEY WILL GET ON.

Boyle & Cragg have purchased the general store business of the late G. W. Burrows, of Conn. They are enterprising men who will make the most of their opportunities and unearth a few that may not lie bare on the surface.

CONDENSED MILK WAR.

At present there is a merry war in progress among some condensed milk companies and they are offering special inducements to the trade. The growth of this business has been wonderful within the last few years, and is yet making rapid strides. The same may be said of evaporated cream.

EARLY CLOSING ADVANCING.

In his letter to The Grocer, one of the correspondents conveys the news that early-closing has been adopted by the merchants of Ridgeway, Ont. They have decided to close their stores at six o'clock every evening with the exception of Saturday. This is a step in the right direction and should be an example to the grocers of any village, town or city to do likewise. What pleasure does a grocer, not absolutely overruled by his business, receive who begins his duties every morning of the year at seven o'clock and sticks to his store until the hour of midnight approaches? Where possible the grocers should endeavor to get together, work out a system of early closing and be bound by the rules and regulations of the agreement made.

If all grocery stores close at a certain hour there is no well-founded reason why any of them should lose money.

TRADE NOTES.

V. Tremblay & Co., general merchant, St. Simeon, has assigned.

All the officers of the Chambre de Commerce were re-elected in Montreal this week. They are: Isaac Prefontaine, president; A. V. Roy, first vice-president; F. C. Lariviere, second vice-president; Joseph Fortier, treasurer, and F. Bourbonniere, secretary.

A new business firm, that of Bishop Sons & Co., Ltd., has come into existence at St. John, N.B., replacing the house of Bishop and Monroe, of which the principal was Hon. R. K. Bishop. The firm expects to do an extensive fish and supplying business as well as dealing in wholesale dry goods, hardware and groceries.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Flour—Declined 30c on barrel and 15c on bags.
 Sugar—Advanced 10c.
 Vegetables—Declined slightly.
 Fruits—Advanced slightly.
 Eggs—Steady.
 Butter—Fresh rolls in good supply, and lower.
 Cheese—Firm.

Montreal, Jan. 28, 1909.

From the information available, indications point to a good spring's business. This is probable, on account of the somewhat greater latitude banks are allowing their customers. In the country conditions are of the very best. The recent thaws have provided sufficient water for stock, and the roads are good. Travellers speak most optimistically of the prospects there. Collections are on the whole very good. Trade although not excessively large, is steady in volume. The chief items of interest during the week, have been the advance in sugar, and the decline of flour. Two of the largest milling companies in Canada dropped their prices, and were soon followed by the others. There has been a stronger tone displayed in the sugar market for some time, and this has finally culminated, in a rise of ten cents by the refiners. Lard continues strong owing to the scarcity of hogs. Sal soda has advanced 5 cents. Owing to a good crop, Rangoon rice is weaker, having declined 10-cents. Vegetables are generally speaking easier, and fruits have shown slightly stronger tendencies. Fish has remained in the aggregate, about the same, some lines declining slightly, while others have gone forward somewhat.

Butter is firm for creamery lines, and rolls are a shade easier, owing to increased receipts. Cheese remains firm with fairly good export demand. Eggs continue in good demand, and prices are firm. New laids are coming forward more freely now, and a decline may take place in the near future. Other lines remain in practically the same position as when last reported.

SUGAR—The sugar market advanced 10 cents on Saturday, owing to a more speculative view of affairs in Cuba. This movement should not cause any apprehension as it is thought the market will

remain steady now for some time. Locally the demand is very good for this time of the year.

Granulated, bbls	4 50
" 4-bbls	4 45
" 2-bbls	4 25
Imperial	4 01
Beaver	4 01
Paris lump, boxes, 100 lbs	5 15
" 50 lbs	5 25
" 25 lbs	5 45
Crystal diamonds, bbls	5 45
" 100 lb. boxes	5 65
" 50 lb.	5 75
" 25 lb.	6 75
" 5 lb. cartons	0 40
Extra ground, bbls	4 70
" 50-lb. boxes	4 90
" 25-lb. boxes	5 10
Powdered, bbls	4 51
" 50-lb. boxes	4 71
Phoenix	4 05
Bright coffee	4 00
No. 3 yellow	3 97
No. 2	3 81
No. 1 " bbls	3 97
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Molasses continues in good demand at the late advance. Prices may weaken soon as some large shipments are on their way to Canada now. Syrups are neglected and unchanged in prices.

Paradoes, in puncheons	0 42
" in barrels	0 44
" in half-barrels	0 45
" fancy	0 47
New Orleans	0 22
Antigua	0 30
Porto Rico	0 42
Corn syrups, bbls	0 08
" 1-bbls	0 08
" 1/2-bbls	0 08
" 3/4 lb. pails	1 75
" 95 lb. pails	1 95
Cases, 2 lb. tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " 1 doz. "	2 85
" 20-lb. " 1 doz. "	3 80

MAPLE PRODUCTS—Quiet and featureless.

Compound maple syrup, per lb.	0 04	0 05
Pure Town ship syrup, per lb.	0 06	0 07
Pure syrup, 8 lb. tin	0 60	0 61

TEA—There has been only a light distributing demand during the week. Low grade lines are being preferred. Supplies in the primary markets are none too large, and consequently some advances may occur before long.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Brook n Orange Pekoe	0 20	0 38
" Pekoe	0 19	0 20
" Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " " pea leaf	0 19	0 27
" " " " pinhead	0 30	0 45

COFFEE—Steady under a good consumptive demand.

Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 16

DRIED FRUITS—The date market is decidedly active and prices have been fully maintained. Currants are going steadily into consumption, buyers preferring the cleaned variety. Layer fig stocks are low, and an advance may be looked for, before long. Smyrna sultanias are firmer, and higher in the primary mar-

ket, but so far no changes have occurred here. Valencia raisins are not strongly in evidence. Other lines are featureless.

Figs—			
Big figs	0 04	0 05	
Tapnets	0 03	0 05	
E.emes	0 08	0 14	
Dates—			
Hallowees, per lb	0 05	0 06	
Sairs, per lb		0 05	
Malaga Raisins—			
London layers	2 95		
" Connoisseur Clusters "	2 50		
" " " 1/2-box	0 75		
" Royal Buckingham Clusters, " 1/2-boxes	1 30		
" " " boxes	4 75		
" Excelsior Windsor Clusters "	5 75		
" " " "	1 80		
Australian raisins	0 07	0 08	
California Raisins—			
Fancy seeded, 1-lb. pkgs	0 19	0 10	
Choice seeded, 1-lb. pkgs	0 18	0 19	
Loose muscatels 3 crown	0 08	0 06	
" " " 4 crown	0 09	0 10	
California Evaporated Fruits—			
Apples, per lb	0 19	0 15	
Peaches	0 11	0 15	
Pears	0 13	0 14	
Prunes—			
Prunes 25-lb. boxes, 30-40s	per lb.	0 14	0 12
" " " 40-50s	0 19	0 11	
" " " 50-60s	0 08	0 10	
" " " 60-70s	0 07	0 10	
" " " 90-100s		0 07	
Currants, fine filistras	0 06	0 07	
" " " atlas	0 03	0 08	
" " " Vostizas	0 09	0 09	

SPICES—The spice market is dull and uninteresting this week. No changes in quotations.			
Peppers, black	Per lb.	0 14	0 20
" white		0 20	0 27
Ginger, whole		0 18	0 20
" Cochin		0 17	0 20
Cloves, whole		0 17	0 20
Cloves, ground		0 21	0 25
Cream of tartar		0 23	0 32
Allspice		0 12	0 18
Nutmegs		0 30	0 40
Cinnamon, ground		0 15	0 19
" whole		0 14	0 18

RICE AND TAPIOCA—Rice and tapioca are quiet, and featureless.

BEANS AND PEAS—Beans are higher owing to short supplies, and good demand. Market for peas is unchanged.

Ontario, pick-rs	1 85	1 70
Peas, biling	1 35	1 40

EVAPORATED APPLES—Stocks are low, and demand is fairly good, consequently these conditions have imparted a firm feeling to the market.

Evaporated apples, new	0 03	0 08
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FURS—Furs remain steady and unchanged.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	4 50
Lynx	5 00	12 00
Coon	15 00	25 00
W-asel	5 00	9 00
Muskat	0 25	0 35
Canada con	0 75	1 75
Skunk	0 40	1 25
Beaver, large	8 01	10 00
" small	3 00	5 00

CANNED GOODS

Montreal.

CANNED GOODS—Vegetables are in good demand, but fruits are much neglected. Canned meats are more brisk this week and canned fish are also slightly more active.

THE CANADIAN GROCER

Toronto.

The local canned goods market is active in some respects and a good many sales are reported.

FRUITS.

	per doz.	Per doz.
Group 1. Group 2.		
Apples, 3's standard	\$1.00	\$.95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals, preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals, standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	6.50
" red, pitted, gals	8.00	8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	5.00	5.00
" red, gals, solid pack	7.00	7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	5.25	5.25
" black, gals, solid pack	8.00	8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2 1/2's, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2 1/2's, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2 1/2's, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2 1/2's, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1 1/2's, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2 1/2's	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2 1/2's	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals... (add 5 p.c.)		
Pears, 2's, Flemish Beauty	1.70	1.65
" 2 1/2's, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 3's, Bartlett	1.90	1.85

" 2 1/2's, Bartlett	2.20	2.15
" 3's, Bartlett	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"	1.25	1.25
" 3's, light syrup	1.85	1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard	6.00	6.00
" gals, solid pack	8.00	8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do, grated	1.95	1.90
" 2 1/2's, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals	4.50	4.50
Peas, No. 1 extra fine, sifted, 1's	1.12 1/2	1.07 1/2
" No. 4 standards, 2's	.82 1/2	.77 1/2
" No. 3 Early June, 2's	.87 1/2	.82 1/2
" No. 2 Sweet Wrinkle, 2's	.97 1/2	.92 1/2
" No. 1 extra fine, sifted, 2's	1.42 1/2	1.37 1/2
" No. 4, gals	3.77 1/2	3.72 1/2
Tomatoes, 2's	.90	.85
" 3's	1.60	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	1.25
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" Refugee, midget, "Auto", 2's	1.40	1.35
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's	.95	.95
" sliced, br, "Simcoe," 2's	.95	.95
" whole, br, "Simcoe," 2's	.95	.95
" whole, br, "Rosebud," 2's	1.15	1.15
" sliced, br, "Simcoe," 3's	1.25	1.25
" whole, br, "Simcoe," 3's	1.25	1.25
" whole, br, "Rosebud," 3's	1.40	1.40

CANNERS' SUPPLIES.

TIN—Unsteady. Supplies plentiful. Market price ranges from \$31 to \$31.50. SOLDER—Montreal 18 1/2 c to 19 1/2 c; Toronto, 18 1/2 to 19 c.

ONTARIO MARKETS.

POINTERS—
Sugar—Advance of 10 cents.
Spices—Ginger crop short.
Evaporated Apples—Fair demand.
Prunes—Good movement.
Tea—Quiet.

Toronto, Jan. 28, 1909.

An advance of 10 cents in sugar is the feature of the market here this week. This occurred on Saturday of last week. There has been a good demand in sugars, the advance here following that of refined sugar in New York.

Generally the wholesalers report a gradual but slow advance in trade.

There has not been very much movement in teas during the week, this market being somewhat quiet but with a better future.

Some fair sales have been made in canned goods and this market is firmer.

SUGARS—On Saturday there was an advance of 10 cents in almost all kinds of sugar. The demand has been good but at present it is not anticipated another advance will be made in the near future. This raise was unexpected.

"Crystal Diamonds," 1 barre	5 55
" half barrels	5 83
" box s, 100 lbs.	5 93
" " " 50 lbs.	5
" " " 25 lbs.	6 15
" 5-lb. cartons, boxes 100 lbs.	8 10
Paris lumps, in 50-lb. boxes	5 65
" " " " 100-lb.	5 55
" " " " 2-lb. boxes	5 65
St. Lawrence granulated, barrels	4 0
Boyer granulated	4 30
Red, a h extr granulated	4 60
Imperial granulated	4 30
A. A. granulated, (bags and barrels)	4 40
Wallace's	4 40
St. Lawrence Golden	4 20
Boyer	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1	4 20
Red Seal	7 0

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—The demand for syrups and molasses during the past week has been fair, the prices being similar to those of a week ago.

Maple syrup—	
Gallons, 6 to case	4 50
" " 2 " "	4 80
Quarts, 24 " "	4 80
Pints, 24 " "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" " " "	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 10
West Indian	0 31 0 33

TEA—There has been an easing off in lower grade teas and the market this week is reported as quiet.

COFFEE—Nothing outside of the usual regular demand is noticeable in the coffee market.

DRIED FRUITS—Now is the proper season for prunes and this week the movement is noted as good. There has been added since last week the 30-40's 25 lb. boxes. From now on apricots should sell well as this is the season also for them. The season for peels is over and little stir in them is noticeable. Figs are pretty well cleaned out and if anything, there is a scarcity in them. There is the regular movement in currants and raisins while dates are quiet.

Prunes—

30-40's, 25-lb. boxes	0 11 1/2
40-0's, 25-lb. boxes	0 0 1/2
50-60's, " "	0 0 1/2
60-70's, " "	0 0 1/2
60-70's, 50-lb. boxes	0 0 1/2
80-90 " "	0 0 1/2
90-0's, " "	0 0 1/2

Apricots—
C. of e, 25-lb boxes 0 12 1/2
Fancy, " " 0 16

Candied and Drained Peels—
Lemon... 0 10 0 11
Orange... 0 10 0 12

Figs—
Elemea, per lb... 0 08 0 10
Tapieta, " " 0 03 0 04
Box Figs... 0 03 0 04

Currants—
Figs, Filistriae... 0 06 1/2 0 07
Patras... 0 08 0 08 1/2
Uncleaned, 3c less.

THE CANADIAN GROCER

Raisins -	0 07 1/2	0 09
Sultana	0 11	0 11 1/2
" Fancy	0 14	0 15
" Extra fancy	0 14	0 15
Valencias	0 04	0 06
Seeded, 1-lb packets, fancy	0 09 1/2	0 10
" 16 oz packets, choice	0 09 1/2	0 10
" 12 oz	0 08	0 08

NUTS—Even though there may be a scarcity of nuts there is scarcely any call for them since the close of the old year, and therefore no changes in prices are quoted.

Almonds, Formigetta	0 12 1/2
" Ta ragona	0 13
Walnuts, Green	0 14
" Marbous	0 11
" Marbous	0 12
Filberts	0 10
Pecans	0 16
Walnuts	0 15
Cacouts	0 10

SPICES—The usual demand exists in spices with no difference in last week's quotations. It is reported that in Jamaica the ginger crop has not been of the best and at present this commodity is firm, but the price remains constant.

Peppars, white pure	0 14	0 20
" whole, black	0 22	0 30
" whole, white	0 14	0 28
Cinamon	0 18	0 5
Nutmeg	0 25	0 40
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 27
Allspice	0 16	0 13
Mace ground	0 20	0 20
Mixed packing spices, whole	0 15	0 20
Casia, whole	0 20	0 15

RICE AND TAPIOCA—Rice appears to be a little easier locally, though there is a firmness in tapioca which is inclined to make a slight decline in price.

Patna	0 03 1/2	0 05
Patna	0 03 1/2	0 05 1/2
Java	0 02 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 01	0 01
Tapioca, medium bead	0 01	0 01

BEANS—This week beans are quoted as a little firmer.

Beans, prime No. 1	1 90	2 00
" Lima, per lb	0 01	0 01

EVAPORATED APPLES—In some cases an advance of a quarter of a cent is reported in evaporated apples, the demand being fair. In others a falling off in the market is mentioned.

Evaporated apples	0 07 1/2	0 07 1/2
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MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 25, 1909.)

The volume of business is large for the month of January and all indications point to a record year's business. Collections are improving, but they are not yet so satisfactory as might be desired. There is still a large portion of last year's wheat crop to be realized on and the spring months should see a further improvement in business conditions. Another good crop will mean real prosperity.

While the volume of wholesale business is large there is a great deal of local competition, which is forcing prices in some lines below the level of legitimate profit. Competition of this kind is of little real service to the retailer

and it is the one really unsatisfactory feature of the business situation.

SUGAR—Prices continue as follows:

Montreal and B.C. granulated, in bbls.	5 01
" " in sacks	4 95
" yellow, in bbls.	4 57
" " in sacks	4 55
Wallaceburg, in bbls.	4 9
" " in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" 5-2 's	4 95
" hard pressed lump, 25's, per cwt	6 15
" " half bbls., per cwt	6 10
" icing	5 80
bar sugar	6 50
icing sugar in bbls.	5 60
" " in boxes	5 60
" " in small quantities	5 50
Powdered sugar, in bbls.	5 50
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls.	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—The demand for corn syrups continues active as this is the season of the year when syrups and molasses are extensively used.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 10
" " 10-lb tins, per 1 "	2 43
" " 20-lb tins, per 1 "	2 5
" " 1/2 barrel, per lb.	0 02 1/2
" " Sugar syrup, per lb.	0 02 1/2
Beaver Brand, 2-lb tins, per 2 doz. case	3 10
" " 5 "	3 60
" " 10 "	3 30
" " 20 "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 04 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 31
Blackstrap, in bbls., per gal.	0 31
" " 1/2 gal. bats, each	2 25

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

Sugar, 2-lb. boxes 1/2 and 1/4	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" 1 doz. to case, "	5 10
" 1/2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Local competition has forced a decline of 1-4 cent in prunes. Conditions in the California market are likely to cause an early decline in California raisins. A war between the growers and the packers is disturbing market conditions. Quotations continue as follows:—

Sultana raisins, bulk, per lb	0 09
" cleaned	0 10 1/2
1 lb pkgs	0 11 1/2
Table raisins, Connoisseur clusters per case	2 10
" extra dessert	3 85
" Royal Buckingham	4 00
" Imperial Hawaiian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5 1/2 lbs)	4 85
Trenor's Valencia raisins, f.o.b., per case, 28's	2 15
" " 14's	1 01
" " selects " 28's	2 5
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 5
California raisins, choice seeded in 1/2-lb. packages per package	0
" " fancy seeded in 1/2-lb. packages per package	0 1/2
" " choice seeded in 1-lb. packages per package	0 0 1/2
" " fancy seeded, 1-lb. packages, per package	0 19
Raisins, 3 crown muscatels, per lb	0 0 1/2
Prunes 30-100 per lb	0 0 1/2
" 80-90 "	0 0 1/2
" 70-80 "	0 11
" 60-70 "	0 07
" 50-60 "	0 07 1/2
" 40-50 "	0 08
" 30-40 "	0 08 1/2
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06 1/2
" dry cleaned, Filletas, per lb	0 07
" wet cleaned, per lb	0 07
" Filletas in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per 1/2	0 08 1/2
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 08
" choice, per lb	0 11 1/2
Plums black pitted, per lb	0 11 1/2
Neapolitan, per lb	0 09 1/2
Lates, new, per lb	0 07

RICE AND TAPIOCA—The market is quiet and featureless. Japan rice is quoted at 4 1/2c per lb.; Patna at 4 1/2c; Rangoon at 3 1/2c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8 1/2c per lb. The market is steady and no change is expected in local prices.

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

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

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

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb.	0 28
" small lots per lb.	0 30
" Almonds in boxes, per lb.	0 28
" small lots, per lb.	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" " 40 "	2 15
" " 20 "	2 20
" " 8 "	2 51

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per 1/2 sack	0 95
" per sack (10, 10's)	2 15

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

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

CANNED GOODS—

Group No. 1	Group No. 2 & 3
Group No. 1	Group No. 2 & 3
Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	\$2.44
" Gallons, standard, per case	1.55
Cherries—Red, pitted, 2's	4.18
" black pitted 2's	4.18
" white pitted 2's	4.38
Currants—Red 2's	4.18
" black 2's	4.18
Gooseberries—2's	4.58
Lawtonberries—2's	4.18
Peaches—Yellow 2's	4.18
" yellow 3's	6.54
" pie, unpeeled 3's	3.34
" pie, unpeeled, gallons	2.42 1/2
" pie, peeled, gallons	3.30
Pears—Flemish Beauty 2's	3.68
" Flemish Beauty 3's	4.74
" Globe 1.s. 2's	2.78
" Globe 1.s. 3's	4.14
Plums—Danison 1.s. 2's	2.28
" Lombard 1.s. 2's	2.28
" Green Gage 1.s.	3.08
Raspberries—Red 2's	4.18
" red, gallons	3.80
" black 2's	4.18
" black, gallons	3.80
Strawberries—2's	4.18
" gallons	3.77 1/2

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

Clark's 1 lb. pork and beans, plain, per case	2 50
" " " " " " " "	1 90
" " " " " " " "	2 50
" " " " " " " "	2 50
" " tomato sauce, per case	2 50
" " " " " " " "	1 90
" " " " " " " "	2 50
" " " " " " " "	2 50
" " " " " " " "	1 90
" " " " " " " "	2 50
Soups, per doz	1 21
Turned beef " 2's per doz	2 10
" 1's " " "	1 75

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Roast beef	1's, per doz	1 07
"	2's, " "	2 55
Potted meats	1's, per doz	0 65
Veal loaf	1 lb., per doz	1 25
"	1 lb., " "	2 50
Ham loaf	1 lb., " "	2 50
Chicken loaf	1 lb., " "	1 25
"	1 lb., " "	3 50
Lancet tongue	1's, " "	3 85
Sliced smoked beef	1-lb. tins, per doz	1 60
"	1-lb. tins, " "	3 10
"	1-lb. glass, " "	3 35
Chipped	1-lb. tins, " "	1 45
"	1-lb. glass, " "	2 10
"	1-lb. glass, " "	0 05
Sliced bacon,	1-lb. tins, " "	3 11
"	1-lb. glass, " "	3 25

BORROWING TO MEET DISCOUNTS

"If a merchant is unable to discount his bills for merchandize and yet can get credit at the bank, does it pay to borrow and take his discounts?"

This question was put to a leading credit man for a wholesale grocery house this week by the Los Angeles Commercial Bulletin.

"Figure it out for yourself," he replied. "On sugar the cash discount is 25 cents a sack, or an average of about 4 per cent. Cigars pay 3 per cent. and on some brands as much as 5 per cent. Tobaccos pay 3 per cent. Woodenware pays 2 per cent. The ordinary run of groceries pays 1 1/2 per cent. Some goods are billed net, but these will not average much more than 15 to 20 per cent. of the total volume of business. Average up the whole line carried by the retail grocer including sugar and the cash discount will reach fully 2 per cent., if every discount is taken. This average of 2 per cent. can be taken if payment is made within 30 days. Now suppose the merchant does not take his discount but pays at the end of sixty days. He is losing two per cent. for the use of the wholesalers' money for an extra thirty days. Two per cent. for thirty days on a basis of 2 per cent. per annum. He can borrow money at the bank for 7 per cent.—before the financial flurry it was 6 per cent. and will be back there again soon. Thus a thousand dollars borrowed and used in discounting bills would cost \$70 for one year and if kept turning would produce \$240 in cash discounts. Even if a merchant could get ninety days' time on his goods he would be paying the wholesaler 12 per cent. for the use of the money as against 7 per cent. at the bank. In these modern times the man who can't discount his bills one way or another has a poor chance."

"The man who discounts his bills usually buys cheaper than the 'long timer,' doesn't he?" was asked.

"Well, we are supposed to treat everyone alike, but the natural tendency among most houses is to give the cash man a little bit the edge on the slow pay man. It's natural in any business."

SMALL PROFITS OF THE CONFECTIONER.

"Yes," remarked an Ottawa confectioner recently to The Canadian Grocer, "some persons think there is big profit in our business. They see our shop crowded, especially on Saturday nights

and think we take in a lot of money and make big profits. They are mistaken, for the sales of a confectioner are not large and, if he does make a fair margin on what he sells, look at what he loses on the goods that he cannot dispose of. When a cake is two days old it is no longer fresh and there are few things harder to dispose of than a stale cake. We may offer it at a greatly reduced rate and then we frequently cannot sell it. The result is that we have to throw away or give away many cakes and the profit, which we have made on the ones we have disposed, vanishes. Of course, there are a few cakes which we can use in making smaller ones but believe me when I say that we make use of very few of them in the manufacture of other kinds. The majority of our layer cakes, if not sold when they are fresh and nice, are either thrown away or given to the poor. Fruit, confectionery and grocery stores have to suffer in this respect in a way of which the public knows little and probably cares less. These businesses have to shoulder many losses arising from the whim of the public, the condition of the weather and delays in shipment or transit."

CHINESE TEA INDUSTRY.

The Manner of Preparation for the Market, and for Shipment.

(By Charles Denby, Shanghai.)

Tea is not placed on plates for drying and withering, but on protected bamboo mats, from which it is impossible for the wind to blow it. Green tea and black tea are prepared quite differently. The leaf of the green tea, immediately after picking, is partially dried in the sun or by artificial heat, and subsequently, at the pleasure of the tea man, is dried, rolled, and colored in iron pans over a slow charcoal fire. Then the leaf is sifted according to its size and shape, making such grades as Gunpowder, Young Hyson, and Hyson, as known in the foreign markets. After this process is finished it is put into packages or chests, weighing between 60 and 70 lbs., ready for export.

The color of black tea is due in no way to coloring matter, as is commonly supposed, but is caused by the withering or fermentation. Immediately after picking it is slightly withered or fermented by being placed in the sun, and the expertness of the tea men is shown in his being able to know just when to stop the withering or fermentation. After this leaf is rolled in bamboo trays and fired in pans until thoroughly dry and ready for packing. These teas are packed in chests and half-chests for export, and in case it comes from the tea man in smaller packages, it is repacked to suit the wishes of the purchaser. Tea chests are practically all made in the same manner—of wood, lead lined, and when ready for export are wrapped with coarse Canton mats.

Both tea dust and common grades of black tea are made in the shape of bricks, weighing usually between 1 1/2 and 2 pounds. All teas in this shape are exported to Siberia and Mongolia and in a less degree to Russia.

BENZOATE NOT INJURIOUS.

So Decide Referee Board of Chemists Appointed by President Roosevelt—Dr. Wiley Contradicted.

That sodium benzoate is not injurious to the health when used as a food preservative and that it does not affect or impair the quality or value of the food, was, in short, the decision reached by the referee board of chemists at Washington, D.C., U.S.A., which was appointed to consider the conclusions arrived at by the Bureau of Chemistry, of which Dr. H. W. Wiley is the head. This decision is exactly the reverse to that of Dr. Wiley's, and is of great importance to canners principally.

The report unqualifiedly endorses the use of benzoate from the physiological standpoint and does not leave the slightest ground for retreat for the Bureau of Chemistry in the Department of Agriculture in the United States. The referee board pronounces the use of the material in foods not harmful or deleterious to health.

The same general plan of procedure was followed in all three experiments made. A certain number of healthy young men were selected as subjects, and during a period of four months these men under definite conditions of diet, etc., with and without sodium benzoate were subjected to thorough clinical and medical observation, while the daily food and the excretions were carefully analyzed, and otherwise studied and comparisons made. The conclusions arrived at were:

Sodium benzoate in small doses, mixed with the food, is without poisonous action, and is not injurious to health;

Sodium benzoate in large doses mixed with the food has not been found to exert any deleterious effect on the general health, not to act as a poison in the general acceptance of the term. In some directions there were slight modifications in certain physiological processes, the exact significance of which is not known;

The admixture of sodium benzoate with food in small or large doses has not been found to injuriously affect or impair the quality or nutritive value of such food.

Had Nothing to Say.

Dr. Wiley, on being asked what he had to say regarding this finding, was very reticent. He had not seen the report when interviewed and had nothing to say.

When the substance of it was made known to him he declined to discuss it until he had read it in full.

It is stated in Washington that there will be severe pressure upon the Administration, in view of the complexion of the report, to call for Dr. Wiley's retirement, and that in the event he does not voluntarily resign he will be obliged to do so by the President or by the incoming Administration. There has been no announcement of any sort on the topic thus far and it is expected in many quarters that instead of taking action now, President Roosevelt will prefer to leave the situation to be dealt with by the incoming Administration.

J. Edward Brown, of Joseph Brown & Sons, Montreal, has been confined to his house lately through illness.

WHAT TO DO IN FEBRUARY

Ged Rid of the Remnants From the Old Year—A Time for Making Plans for the Future—A Lesson Taught by a Clerk's Carefulness—Some Simple Window Displays That May be Used.

Some business men acquire a habit early in their career of looking upon the winter months, succeeding Christmas, as unproductive, and consequently are too apt to lay back on their oars, and take matters as they are. It has been proven, however, that by proper preparation, and a little judicious advertising, these months need not be as dull as they otherwise might be. The chief function of February should be to clear up as far as possible what is left of the winter stock, and prepare to make an early bid for the spring trade.

This can be done by carrying the usual January sales into February, and in this way, any surplus stock can be completely cleaned up. The general dullness of the month will afford ample time for the grocer to give some additional attention to interior arrangement, and the decoration of windows. This is particularly important, as people are generally more or less apathetic, and require all kinds of stimulants to make them buy. In view of this fact then, the grocer should make his window particularly attractive. At this season of the year, it is rather difficult to have much novelty, so far as products are concerned, consequently considerable ingenuity, and originality should, if possible, be displayed, in the arrangement of the window.

A Butter Window.

It is possible to make pretty windows with comparatively commonplace and unattractive materials. Take for instance butter, the writer remembers an exceedingly effective window display of this product, which was arranged as follows: The floor of the window was covered with a spotlessly clean white cloth, and in the centre, there was a plain white platter, with a large piece of tub butter irregularly shaped, on it, and on either side, the pound blocks of high-grade creamery butter were arranged, in the form of geometrical figures. A round placard bearing these words, was placed on the central mass of butter, "Every one wants good butter, whether they have other things or not, and here is where you can get it."

They Want Good Butter.

This touched a vulnerable point in every one alike, because it is a fact, that people who will buy second-grade goods, in most lines, demand the best quality in butter. Many designs can be worked out with butter blocks. One grocer has built a diminutive castle in his window with its traditional watch tower, moat and drawbridge. Canned goods on which people largely depend at this season of the year can be worked into

many attractive forms. A Montreal grocer has arranged a very pretty window display of canned soups, in the form of a large wheel, and in between the spokes, he has various varieties of beans, peas and other products. On a large can in the centre, forming the hub of this, he has a nice display card, stating, "These are the things of which good soups are made."

For Smaller Stores.

February is generally a month of coughs and colds, and in small country grocery stores where a stock of patent medicines is kept, a specialty can be made of cough mixtures. The following arrangement will be found effective and pleasing. Many mixtures which are prepared for coughs and colds, are named from various woods, either pine, spruce or balsam, because the chief ingredient in these remedies is derived from some one of these woods. Clean out a window and make mounds of clean sawdust in it, using whatever wood is appropriate, and then scatter a few bottles over it. At the back and sides the effect is further enhanced by putting in a few short trees of the same kind of wood as the sawdust. It is surprising what a delightful and healthy perfume this display will diffuse throughout the store.

In view of the fact that February generally permits a little time for investigation, it is well to observe the work of clerks, and see if they can be improved by a little advice and instruction, and time can also be spent very profitably by visiting other stores where new ideas may be obtained.

Make Parcels Neat.

With reference to clerks, a very good story is told of one clerk, who took very much pride in his neatness in tying up parcels. One day, however, a rural looking individual came into the store, and he thought to himself, that it would hardly be worth while to take much pains with his parcel, but on second thought he determined not to depart from his usual custom. He was much surprised, when his customer said that he always came to his store, as he liked the neat manner in which goods were done up, adding, that the goods were in all probability as well taken care of as they were prepared to go out. From this, then, it will be seen that appearances are deceptive and it is always dangerous to jump at conclusions. Because a person is not smartly dressed himself, it is no sign that he does not like to receive a proper amount of attention, and he is also quick to resent slovenly treatment.

Whatever new ideas may be incorporated in the business, there is one idea which should remain uppermost in the grocer's mind, and that is, that all appeals should be made with the idea of interesting the women folk firstly and children secondly, perhaps, because it is a cast iron and immutable law, that the men will go where the women and children are well treated, if they happen to want anything in a grocery. It must be remembered, that the woman of the house, does most of the buying and consequently it is she, whose friendship should be specially sought.

To recapitulate then, February is a kind of between-seasons' period, when the remnants of the winter stock should be disposed of, as far as possible, to make room for the incoming spring goods. Owing to a normal dullness, it is a good month to make alterations, in the interior arrangements of the store. New window decorations can be thought out, and tried, and a general plan of campaign for the year's business should be evolved during this time. It is the month in which it is possible to correct the faults of the past, and plan better things for the future.

AN AMICABLE ARRANGEMENT.

No Licenses Will be Issued to Toronto Peddlers After Feb. 1st—Case Before the Council.

So far as Toronto is concerned, the retail grocers' recent agitation against the system of licensing peddlers is over and both grocers and peddlers have arrived at an understanding agreeable to them both.

Last week representatives of the Grocers' and Butchers' Section of the Retail Merchants' Association, together with a deputation to look after the interests of the peddlers, waited on the Board of Control, and recommended that the by-law referring to peddlers within the city limits be amended as follows:

That no license shall hereafter be issued after the first day of February in any year.

That no peddler shall be allowed more than one helper to one wagon, and that the annual fee for a helper shall be one dollar.

That only those who are residents of the city and who are entered on its assessment roll can secure peddlers' licenses.

That the police department will look after and see that this by-law is properly enforced.

The members of the council considered the amendment as recommended by the Board of Control as fair and it went through without discussion.

The chief item to the merchants is that no license can be issued after Feb. 1st, thereby preventing peddlers from purchasing a half-yearly license in July and selling over the best six months of the year.

This is certainly a benefit to the grocers, and much of the credit due to the passing of the amendment must be given to the Retail Grocers' and Retail Merchants' Associations of Toronto.

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Canadian Transportation Development

By G. W. Stephens, Chairman Montreal Harbor Board, in the Busy Man's Magazine—Reproduced by Request.

Transportation has been defined as the "keys with which wise statesmen open the doors of national prosperity." There can be no subject, therefore, which should engage the attention of the Canadian people equal in importance to that of lessening the cost of transporting the products of the Western plains to tide water and the Eastern manufactured products to the homes of the Western consumer. It is equally true that upon the efficiency of our country's transportation facilities depends the future integrity of our Dominion, the comfort, wealth and power of our people.

Canadian transportation began when Jacques Cartier turned the prow of his little bark into the St. Lawrence and christened it after the saint of that name upon whose birthday he entered its waters. and the pages of its early history are filled with the heroic struggle of brave men who had the courage of their convictions and carried the visions of their imagination to a practical conclusion. The names of Cunard, Howe, Young and Allan are mile-stones along the pathway of its early development, in the same big way as Mount Stephen, Van Horne, Shaughnessy, Hays, Mackenzie and Mann are to-day in its later expansion. By the imaginative genius of such men and their pertinacity the outermost corners of our Dominion are made accessible, and the farthest off inhabitant of the plains becomes the neighbor of him who lives within the sound of the ocean.

Before considering the actual conditions surrounding this problem to-day let me ask you to look at the primitive starting point from which these same conditions have been evolved. For that purpose let us compare for a moment the position occupied by Canada at the opening of the 20th century with that of our great neighbor at the opening of the 19th.

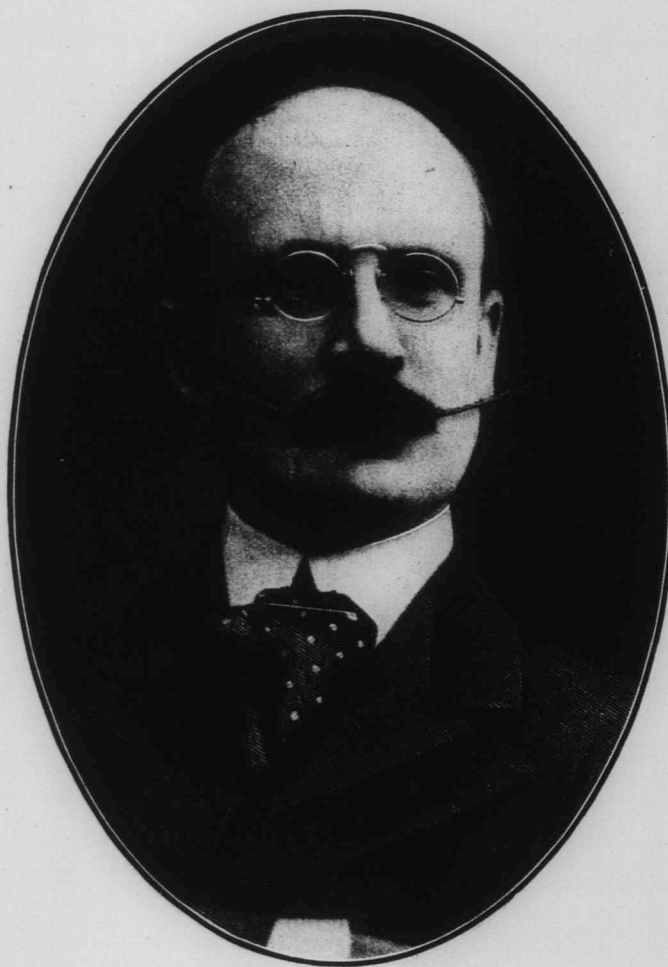
In the year 1800 the population of the United States amounted to 5,300,000 people, grouped together as a fringe along the shores of the Atlantic Ocean; behind them to the westward an undiscovered waste of wilderness and plain, not a single mile of railroad, not a single mile of canal development, no roads to speak of, no wealth, but the indomitable courage, perseverance and faith of her people; and upon this courage and confidence has been built up in 100 years a nation numbering 90,000,000 people possessing 217,000 miles of railroad, and a country extending from the Atlantic to the Pacific.

The cause of such wonderful progress must be sought in the early, wise and persistent development of her means of communication and transport. And while the 19th century yielded to the United

States a marvelous growth in her interior transportation facilities, it is interesting to note that in 1860 she carried 66 per cent. of her export and import trade in her own ships, in 1906 she only carried 12 per cent.

Canada, on the other hand, starts the 20th century with 6,000,000 people, not huddled together on her Atlantic Seaboard, but stretching a continuous line of prosperous provinces from sea to sea; her continent spanned by the steel ribbons of three great railway systems; her

Added to all this, Canada, as the occupant of the northern half of this continent, possesses the shortest water route between the continents of Europe and America and America and Asia, thereby inheriting a natural strategic position which, if supplemented by energetic measures of transportation development within, will place her in an unsailable position for the command of a large portion of the international trade between the Mother Country and the East.



GEORGE W. STEPHENS.

Chairman of the Montreal Harbor Board.

natural waterways linked together by a canal system which has no rival; an annual trade development of \$645,000,000; \$680,000,000 of the people's savings in the bank, and is doing a business with 6 000,000 people at the beginning of the 20th century that was not equaled by our great neighbor to the south of us until her population had reached the figure of 26,000,000.

This means a business connection with a market containing 450,000,000 people in China alone, 300,000,000 in India and 40,000,000 more in Japan. If we can become the carriers for a portion of this great international trade, if we can offer transportation inducements for the capture of our share of this business, then every ton of through freight handled over Canadian rails and by Canadian

waterways will reduce the cost of transporting the grain products of the West and the manufactured products of the East, and will bring into closer touch the growing population of this country in all its parts.

In this connection one must not forget that from the little sea-girt islands in the North Sea, which we call the Motherland, over 3,000 miles of the Atlantic, across this Canada of ours, over 3,000 miles more, and again for 6,000 miles over the peaceful waters of the Pacific, the thin red line of transportation ploughing the waters of two oceans, traversing the fertile plains of a continent, over this continuous and shortest trade route float the folds of our country's flag. The greatness of our Motherland is founded on her command of the water-borne trade of the world. If Canada is to become likewise great she, too, must not neglect the development of her transportation.

Taking a map of the North American continent, one finds three natural outlet channels for the trade of the great Northwest, the Mississippi River, the St.



SAMUEL CUNARD,

One of the Founders of the Cunard Steamship Line in 1840. He was a Resident of Halifax.

Lawrence River and the Hudson Bay. The Mississippi is navigable from the Falls of St. Anthony to the Gulf of Mexico for more than 2,000 miles. The great chain of lakes connecting the Gulf and River of St. Lawrence give a continuous navigation of 2,500 miles to the heart of a great continent. Hudson Bay will be one day tapped, and for a portion of the year at least afford auxiliary means of transport for grain cargoes out of the West. Of these three natural means of exit, the Dominion of Canada controls two, and by supplementing her natural inheritance by the building of the Georgian Bay canal she will place herself in the proud possession of a water route that will not only induce the trade of her own great West to follow its course, but will attract to it a very large portion of the trade of the Western States.

The question of Canadian transportation has been divided as follows by the Transportation Commission, whose valuable report ought to be made known to every Canadian interested in the country's progress:

1. From place of production to Canadian sea ports.
2. From place of production to Western ports of Lake Superior.
3. From Western ports of Lake Superior to Canadian sea ports.
4. From Canadian sea ports to Europe, and the reverse in each case.

All this of necessity involves the consideration of storage requirements of lake, river and ocean ports.

The harbor facilities of inland lakes, rivers and ocean terminals.

The conditions with regard to the navigation of the St. Lawrence route and the provision of a well-equipped terminal for use during the winter months when Montreal has no direct water access to the sea.

This question further involves the consideration of the forces operating against an all-Canadian transportation plan:

1. Competition by U.S. railways.
2. Competition by U.S. vessels from Lake Superior ports.
3. Diversion of Canadian product through the Eastern outlets of Boston, Portland, etc.

The subject is too vast to here consider in its entirety. An idea of its importance may, however, be realized if we study briefly transportation as it affects grain.

Of what, therefore, does this grain trade consist?

What are its possibilities of growth? What equipment do we Canadians possess to handle it?

When we speak of the grain areas of Western Canada we mean—

	Acres.
Manitoba, containing	27,000,000
Saskatchewan, containing ..	52,000,000
Assiniboia, containing	50,000,000
Alberta, containing	42,000,000

or a total area suitable for cultivation of wheat of 171,000,000 acres.

Should only one quarter of this area be put under cultivation at the average yield of the past three years, this would give 800,000,000 bushels.

Out of the 171,000,000 acres, in the year 1900 only two and a half million acres were under cultivation.

In 1906 this had grown to six millions.

In the year 1900 the yield was thirty-three and a half millions.

In 1906 the yield was one hundred millions.

This grain was taken care of in 1900 in 533 elevators distributed at convenient points west of Lake Superior, with a combined capacity of 18,000,000 bushels.

In 1906 the number had increased to 1,200 elevators with a capacity of 50,000,000 bushels.

The railway mileage from the base of the Rocky Mountains to the Red River, covering this wheat area, was.

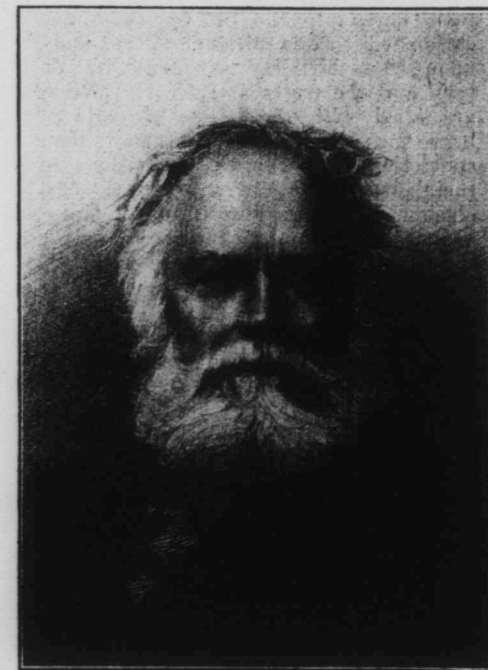
In 1901	3,369
In 1905	5,620

The wheat acreage increased in five years from two and a half to six million acres.

The wheat grown from thirty-three and a half to one hundred million bushels and the mileage from 3,300 to 5,600 miles.

Now as the whole of this grain, which is shipped eastward, is tributary to the Canadian Pacific, the Canadian Northern, Grand Trunk and Grand Trunk Pacific Railways, carried to Port Arthur and Fort William, from thence to the sea, it is of the most vital import that a continuity of efficient transportation facilities shall prevail from the West to the sea on Canadian soil.

From Winnipeg to the commencement of water transportation at Port Arthur and Fort William is 427 miles. The two existing railways will be double-tracked and the Grand Trunk Pacific will add



SIR HUGH ALLAN,

The Founder of the Great Steamship Line Which Bears His Name.

another available route, and yet with a continuous growth of population and a continuous building of railways, it seems hardly possible to build fast enough. It is a race between the ingenuity of man and the fertility of the soil.

On arrival at Port Arthur and Fort William the grain is stored in huge elevators which now have a capacity of twenty millions.

The corresponding lake ports on the United States side are Duluth, Superior and Chicago, upon whose harbors the United States Government have spent already ten millions.

As an example of the colossal growth of Lake Superior tonnage, the value of craft in this trade in 1887 amounted to two millions, while in 1904 it amounted to seventy millions.

When western shipment Georgian Victoria, Palo or charged

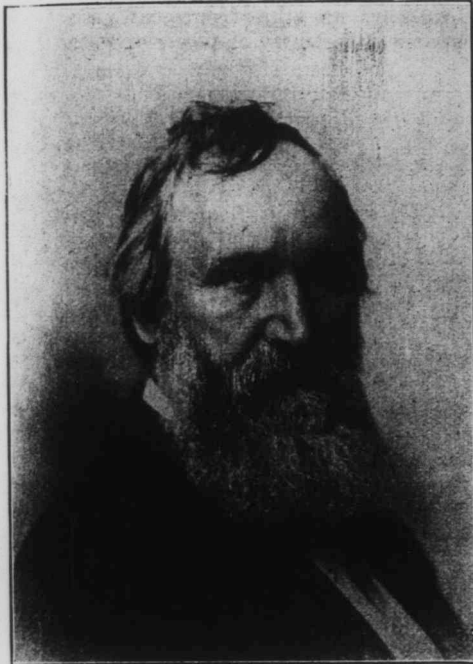
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THE CANADIAN GROCER

When the grain is elevated at the western end of Lake Superior it awaits shipment by boat from there to the Georgian Bay ports of Depot Harbor, Victoria, Midland, Port Colborne, Buffalo or Oswego, where it is again discharged into huge elevators and then

	American Water Route. Buffalo, Erie Canal, Albany, Hudson River to New York.	Canadian Water Route. Port Colborne, Welland Canal, Lake Ontario to Montreal.	In favor of the Canadian Water Route.
Distance	430 miles.	320 miles.	110 miles shorter.
Number miles of canal	306 miles.	64 "	242 miles less.
Number miles of clear river navigation	124 miles.	256 "	132 miles more.
Extreme draft	6 feet.	14 feet.	8 feet more.
Cargo capacity	8,000 bushels.	80,000 bushels.	72,000 bushels more.
Time consumed	86 hours.	46 hours.	40 hours less.
Total hours, navigation season	5,040 hours.	5,040 hours.
Possible trips per carrying unit	27 trips.	48 trips.	21 trips more.
Possible bushel capacity per carrying unit per season	216,000 bushels.	3,760,000 bushels.	3,544,000 bushels.



HON. JOHN YOUNG,
One of the Pioneers of Transportation in Canada.

shipped to the sea by rail or boats as the case may be.

	Elevator capacity. Millions.
Midland	4
Depot Harbor	1½
*Victoria Harbor	4
Port Colborne	2
Kingston and Prescott	2
Total	13½
The U.S. ports are:	
	Millions.
Buffalo	22
Oswego	1
Toledo	5½
Cleveland	2
Detroit	2
Total	32½

*Building.

From the Georgian Bay ports westward three railways run to the sea, and already 160 out of the 190 miles of the Trent Valley Canal system are completed, joining the Georgian Bay with Lake Ontario.

This gives to Canada the following

1. The all-water route, via the Great Lakes, Welland Canal and the St. Lawrence River to Montreal.



C. C. BALLANTYNE.
A Member of the Montreal Harbor Board.

2. All-water route, via Georgian Bay, Trent Valley and the St. Lawrence River to the sea.

3. Water and rail, via the Georgian Bay ports, Grand Trunk and Canadian Pacific Railways to Montreal.

A comparison between the chief water route from the Great Lakes to New York with the Canadian water route from the Great Lakes to Montreal furnishes interesting matter for consideration.

The advantages of the Canadian water route over the American water route may be stated to be as follows:

1. That the St. Lawrence water route from the Great Lakes to Montreal is shorter than the American water route from the Great Lakes to New York by 110 miles.

2. That the number of miles of slow speed canal navigation by way of the Canadian route as compared with the American route is less by 242 miles.

3. That the Canadian water route furnishes more draft than the American by 8 feet.



L. E. GEOFFRION,
A Member of the Montreal Harbor Board.

Canadian transshipping points east of the Great Lakes are:

choice of routes from Fort William to the sea, within her own territory.

THE CANADIAN GROCER

4. That a boat using the Canadian water route can carry in cargo more than a boat using the American water route. Each trip, 72,000 bushels.

5. That the time consumed each trip by the Canadian route is less than that by the American route by 40 hours.

6. That the length of open navigation is identical in both cases.

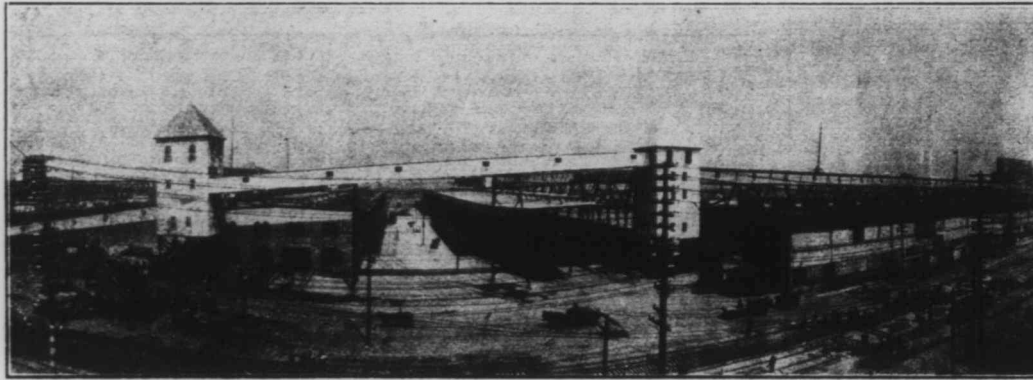
7. That it takes a tow of ten boats on the American route to carry what may

therefore become a question at the present moment for the Canadian water route to join hands with Canadian railways to bring this business into its natural channel.

Taxpayers of the State of New York have decided to spend \$110,000,000 to enlarge the Erie Canal to a depth of 12 feet. By so doing they propose to reduce the cost of carrying a bushel of wheat from Buffalo to New York to

of carrying a ton of freight a mile by rail and by water by the highest authorities gives the following result:

A 6,500 gross ton freighter, costing \$280,000 on a 1,000-mile trip, will carry her maximum cargo at a cost not exceeding 0.6 of a cent per ton per mile. This is less than 1-10 of the average freight rate per ton per mile that is earned by the railways on this continent. The cheapness of the carrying power of water



A View of the Completed King Edward Pier, Montreal.

be carried by the Canadian route in one.

8. That one boat by the Canadian water route can carry more bushels of grain per season than can be carried by one on the American route by 3,544,000 bushels.

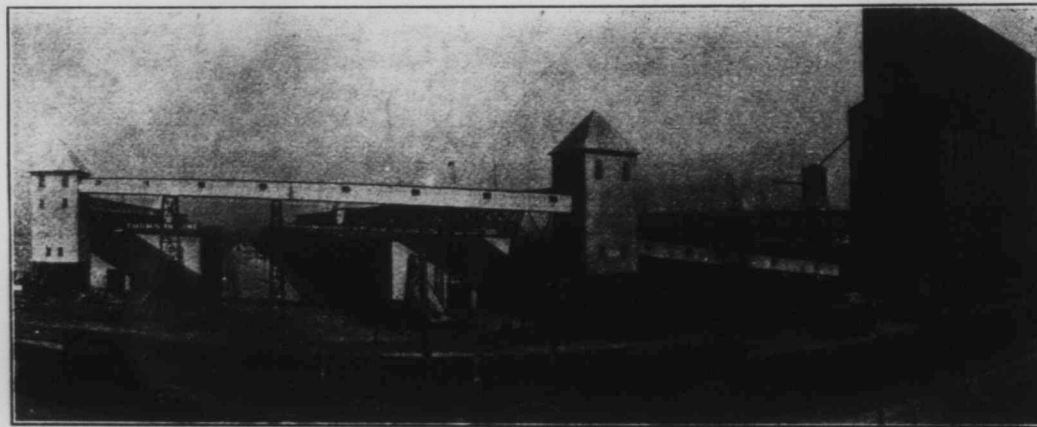
Yet notwithstanding these overwhelming advantages in favor of the Canadian route, the American railways carry through Buffalo the business that ought to go through the Canadian canals, and they are able to do this only because no

three-fourths of a cent. This would require the railways to reduce their price for the rail haul from Buffalo to New York from four cents to three-fourths of a cent, which is not thought a possibility by transportation authorities.

But the point I desire to make in connection with these figures is this: If our American competitors deem it worth while to spend \$110,000,000 to get a waterway of 12 feet deep from Buffalo to the Hudson River, is it not about time

as compared with rail will be made more clear by the fact that in large freight vessels the consumption of coal is five pounds per 100 ton miles of freight carried, whereas the consumption of coal on railways is 19 pounds per 100 ton miles.

The problem of cheapening the cost of handling the nation's business leads the student of transportation into figures the magnitude of which becomes almost staggering. The Canadian railways at



A View of the Completed Alexandra Pier, Montreal.

adequate terminal facilities have been supplied in Canada to take care of this business. When these facilities are provided Canada will control the grain export business of North America.

The railways, however, from Buffalo to New York and Boston have so developed their carrying capacity and so reduced periodically their freight rates as to practically kill the Erie Canal as the carrying medium of export grain. It

that Canadians awakened to the fact that without the expenditure of another dollar on canals they are the owners to-day of a through water route of 14 feet draught, and could, if they supply the terminals and the carrying power, be in an even better competitive position than the United States will be after it has spent the proposed \$110,000,000 on its Erie Canal.

Investigation into the comparative cost

the present moment are handling annually 58,000,000 tons of freight and 28,000,000 passengers. If you can reduce the cost two cents per ton you make a saving of \$1,160,000 in the transportation charges on your business.

It is a curious fact, vouched for by a high railway authority, that the average daily work of a freight car in Canada to-day ranges between 29 and 33 miles, just a little over a mile an hour.

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This presents a very interesting phase of the transportation question, and shows that the railways obtain a very small proportion of the efficiency out of the cars at their disposal. What is the use of perfecting roadbeds, reducing grades, laying 80-pound rails, building huge Mogul engines, and strengthening bridges in order to increase the length of trains, if inadequate facilities are provided at the terminals for the quick despatch of cars differently routed to their proper destination?

And here is where the problem of cheapening transportation is to be solved by the development on broad and comprehensive lines of our sea ports at which our rail and water ways converge. In this connection I may be pardoned for referring to a national development with which I have been personally associated for the past year, during which time it has been my privilege to stand at the gateway of Canada's commerce and watch the ebb and flow of that great volume of trade which leaves our shores in the shape of exports and the immense cargoes for distribution throughout this country. There is at the present moment going on in the Port of Montreal

New York development is inaccessible to railways, and cars have to be lightened on barges into the ship and vice versa. This means that Canada is getting a port development for four and a half millions that New York has got to spend twenty-nine millions to obtain, and by having the additional advantage of direct inter-communication between the railways, sheds and ships it has been possible during the past season to effect a very considerable saving in the handling charges of freight through the Port of Montreal.

There have been handled by the Traffic Department of the Harbor Commission during the last season 1,500,000 tons of freight, carried in 75,000 cars, 400,000 tons of this freight were handled direct between the car, shed and ships, or vice versa. On this 400,000 tons of freight there has been an estimated saving of 50 per cent, or \$80,000 in the handling charges alone. In other words, this means that the Port of Montreal has been able during the past season to handle 400,000 tons of freight for what it used to cost to handle 200,000 tons; and as almost the whole of this saving has been effected on through

natural asset, and with proper terminal development and proper use of the waterways already in existence the Port of Montreal will afford:

To the growers of grain in the great Northwest,

To the fruit and farm products of the Provinces of Ontario and Quebec,

To the lumber interests of British Columbia and New Brunswick,

To the coal and iron interests of Nova Scotia and Cape Breton,

To the importing and exporting merchants of the entire country,

To the farmers producing cheese and butter,

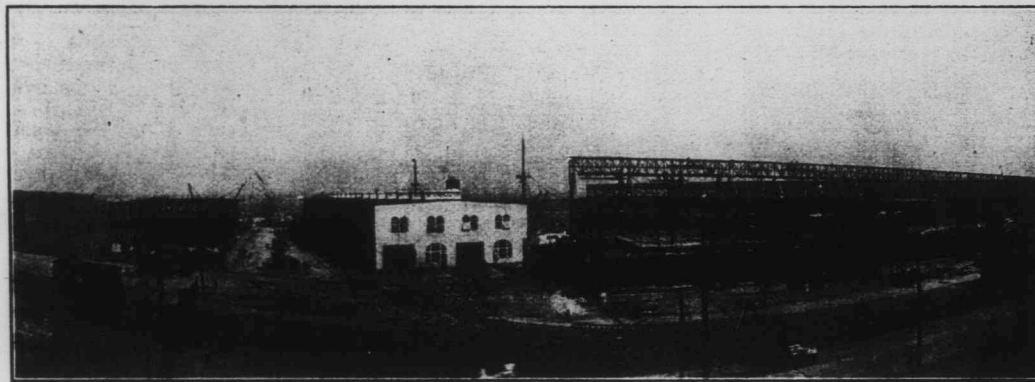
In short, to every Canadian citizen doing business throughout the country the cheapest, safest and quickest delivery and receiving point on this continent.

The Port of Montreal takes care of the imports of the iron manufacturer, now amounting to ten and a quarter millions a year.

Of the woollen manufacturer, who imports upwards of seven millions a year.

Of the sugar merchants, importing six millions a year.

Of the cotton manufacturers, importing three and a half.



A View of the Completed Jacques Cartier Pier, Montreal.

a development to take care of the import and the export trade of Canada, into which is being put \$4,500,000, and she is getting for that expenditure 14 ocean berths and 14 double-deck steel concrete freight sheds, with a storage area of 1,500,000 square feet, and a working capacity of 150,000 tons of freight per week. It becomes a question therefore of considerable moment whether this expenditure is a wise one, and whether when completed the Canadian people will possess in their national port facilities an accommodation that will enable them to hold their own with the rival ports of this continent. Looking around for a comparison, we find that New York is paying \$29,000,000 in the year of 1907 for an improvement scheme almost identical with our own. For that \$29,000,000 New York builds eight piers and places upon them eight double-deck steel concrete sheds, having an area of 120,000 square feet less than those now being erected in Montreal. Montreal's development will place alongside of every shed two railway tracks, whereas the

freight destined to all parts of Canada and all parts of the world, it is a matter of gratification that in the near future Canadians may possess the cheapest, shortest and safest trade avenue on this continent. The true national significance of the Port of Montreal, and the interest that every Canadian citizen should have in its expansion and development is evidenced by the following phase of the annual business.

Canadians possess the only clear water route from the Great Lakes to the sea on this continent which permits vessels drawing 14 feet to carry their cargoes to and from the Port of Montreal. Every railroad has direct communication with the water front of this port, which is owned and controlled by the people, not a foot of the fore shore of the Harbor of Montreal in its entire extent of ten miles of frontage being privately owned, thus making possible the only economic harbor development upon this continent under like conditions.

This possession enormously increases the value of the Port of Montreal as a

Of the users of flax, hemp and jute, who import one and a quarter million.

Of the grain plains of the Great West, the grazing lands of Ontario and Quebec, which exported through the Port of Montreal in 1906, forty million dollars worth of animals and their products.

Cheese and butter coming from Quebec and Ontario, eighteen millions more.

Manufactured goods for South Africa, Australia and the West Indies, four millions more.

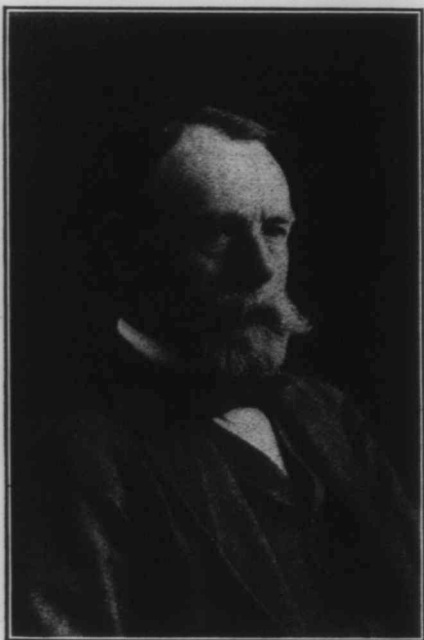
The forest, fisheries and mines, seven millions more.

And so it becomes truly of broad national interest to all Canadians no matter what be their occupation, or where they may live, that somewhere in Canada there should be proper terminal facilities to handle Canadian business.

Montreal happens to be at the point where the farthest inland ocean navigation on this continent meets the deepest artificial waterway, connecting it with 2,500 miles of water navigation into the heart of this great continent. For that reason during seven months in the year

the cheapest, safest and quickest trade route for the large export and import business of this country ought naturally to gravitate toward Montreal, and it is a national duty that the Port of Montreal should be developed on broad and comprehensive national principles. The plan of this development on such a comprehensive scale should be given the best expert attention in all its details that money, time and experience can afford. In thus laying out a definite and complete plan covering development work for the next 25 years and carrying it on in sections, when the whole is complete there will be harmony in all its parts and a development that will enable Canadians to handle their own business efficiently and economically, and compete for the business of the Western States on a basis that will produce satisfactory results.

Alongside of the transportation question and inseparable from it is the ques-



LORD MOUNT STEPHEN,
Whose Unflinching Faith and Iron Will
Resulted in the First Band of
Steel Crossing Canada.

tion of the growth of our population. The dream of 100 millions of people in this country is not so far off as might be supposed at first sight.

Last year's crop of newcomers from all sources, on reliable authority, amounted to 400,000 people. Add 100,000 as the natural increase to our own population and you have an annual increase in 1907 of half a million people. If this yearly increase is not exceeded and we go on increasing at the rate of half a million a year, in 25 years the population of this country would be 18,000,000; and if at the end of 25 years all outside immigration should cease, we will then be adding to our population at the rate of two millions a year, which in 25 years more, or 50 years from 1907, would give to this country (Canada) a population of 60,000,000 people.

This is the great future that Canada must now lay the foundation for, that Canada must build railways, canals and ocean terminals to take care of.

The safety of this great future must be guarded by the aggregate individual integrity of her citizens. This wonderful panorama of development is almost unfolding itself without our realizing what is going on, and as the lines of our transportation are extending themselves to the outermost corners of this great Dominion, unconsciously is being established a bond of union under the folds of a common flag which has been the symbol of equal rights, justice and freedom to the least of her citizens since the British Empire began. We may not speak the same tongue, nor worship at the same altar, yet as children of a common flag we are bound together by the thread of a common patriotism over whose strands—like the power of Niagara passing over wires to move in far distant places the wheels of mighty commerce—is passing a force of brotherhood, sympathy and power against which neither the voice of the demagogue nor the roar of hostile cannon can avail.

PRODUCE MERCHANTS' ANNUAL.

Retiring Montreal President Advocates Some Changes—J. A. Vaillancourt Takes His Place.

Montreal, Jan. 20.—At the annual elections of the Montreal Produce Merchants' Association the honor of the presidency fell to J. A. Vaillancourt, while John A. Gunn and John H. Scott were elected to the vice-presidency and treasurer'ship, respectively.

The retiring president, A. A. Ayer, in his annual report, drew attention to the great stimulus given the trade by the continuation of the Saturday mail service, which, it was hoped, would be looked upon as a permanent institution by the Government.

Mr. Ayer said further: "In regard to the question of the levying of duty upon the return to Canada of Canadian butter which has been exported, the members were unanimous that the Canadian Government should adopt the principle recognized by the United States Government that the reimportation of any product of our own country should be allowed free of duty, whether such product had passed out of the possession of the Canadian exporter or not. Renewed representations should be made to the Government along these lines during the coming session.

Discrimination in Railway Rates.

Your transportation committee has, with the help of the manager of the Montreal Transportation Bureau, Mr. W. S. Tilston, submitted to the Board of Railway Commissioners a protest against the western or inland shipper being quoted a through rate to Europe by the railway company, which through rate includes cartage in Montreal, harbor commissioners' switching charge, harbor dues and port warden fee, all of which charges the Montreal exporter has to pay in addition to the rail rate to Montreal and the ocean rate to Europe.

Buying Arrangements.

Agreements were entered into establishing buying conditions as to payment and inspection at eastern Ontario and some nearby Eastern Townships country boards, which resulted in a very considerable improvement, and I am hopeful that next session it will be possible to still further extend the arrangements in the Province of Quebec.

In this connection I have to record the success of the effort put forth by this association to improve methods by changing the market day of a number of boards and abolishing Saturday as a market day in Ontario altogether, so that goods purchased thereat can reach Montreal sufficiently early in the week to allow of their being handled to better advantage and of being placed in cold storage for a short period before being put on board the ocean steamers.

C. I. F. Rules.

The need for the revision of the association's rules governing c.i.f. transactions having been shown, a committee reported at a meeting held on 4th May, when a set of rules was unanimously adopted, it being understood that the adoption of these rules by the association would not preclude members from making individual contracts under such terms as they might deem advisable.

Wrong Marking of Weights.

The extension of the practice on the part of factorymen of marking up the weight of cheese five or ten pounds, and the consequent loss and inconvenience suffered by the trade, having, during the past few years, led to frequent and bitter complaints, an effort was made to put an end to the evil. The public weighers were asked to supply the association with copies of all weighing certificates showing excessive shortages in the weights; these certificates were posted on 'Change for the information of the members, who were thus put in possession of information as to the factories habitually guilty of marking up, and were thus enabled to protect themselves when purchasing from such factories. Copies of many of the certificates showing such shortages were communicated to the Dairy Commissioner at Ottawa, who has, we understand, been able to bring the matter forcibly to the attention of the factorymen interested.

Green Cheese.

As a possible means of checking the practice the association this season recommended to the various country cheese boards the posting of the date of make of all cheese offered on such boards. I recommend that the country boards now be asked to change the allowance of weight from half a pound to one pound per box.

This association took a prominent part in the attempt to secure a simple and uniform bill of lading. The question is as yet undecided by the Railway Commission.

We favor pasteurization in all creameries from 15th October until cows are on full grass in spring, and that 'gathered cream' creameries pasteurize all the year round.

The present system whereby the referee can only examine cheese or butter upon the request of the factory or owner results in many lots being rejected without examination, and reduces the usefulness of this important office."



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

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

CHANGES IN THE CANADIAN TRADE

News in a Nutshell From All Parts of the Dominion Regarding Changes in Business, Assignments and New Company Formations.

Ontario.

Chas. E. Sealey, grocer, Toronto, is succeeded by Jos. E. Hurst.

A. W. Grant, grocer, Cornwall, has assigned to R. Tew, Toronto.

I. M. Gilpin, general merchant, Hawkestone, has sold to Horace Adams.

O. Lacharite & Co., merchants, Hailebury, have assigned to Chas. H. Day.

The assets of Mary Kennedy, general storekeeper, Copper Cliff, have been sold.

R. H. Benson & Co., Sudbury, general merchants, advertise their business for sale.

Davis Bros. & Dacey, general merchants, Webbwood, have assigned to R. Tew, Toronto.

The sales office of the Aylmer Condensed Milk Company have been removed from Hamilton to Aylmer.

Dobie & Co., Ltd., general merchants, Thessalon, have assigned to the Mercantile Trust Co., of Canada, Ltd.

Kenny & Cockerill, grocers, Gananoque, had their stock damaged by smoke and water recently. It was insured.

W. J. Stephens, Flesherton, has sold his grocery and flour business to J. E.

Walker. The change takes place on Feb. 1st.

J. Hale, Flesherton, who has been for some months in charge of the Sproule & Co., grocery, has given up the position, which is being filled at present by Joseph Cornfield.

Quebec.

Labossiere & Vandelaac, grocers, Montreal, have registered.

Chas. Fortier, general merchant, Fraserville, has sold his assets.

Joseph & Co., wholesale grocery and liquor merchants, Quebec, have registered.

Chase & Sanborn, tea and coffee merchants, Montreal, have dissolved—a new registration.

J. McD. Hains has been appointed curator of the general store of R. R. Wilson, Howick.

A meeting of the creditors of John Taillon, general merchant, Dundee, was called for Jan. 26.

A demand of assignment has been made on C. Beaunoyer, general merchant, Mount Johnson.

Jos. Labbe, general merchant, La

Fayette, has assigned. Alf. Lemieux, Levis, is the provisional guardian.

Jos. Lamontagne, teas and crockery merchant, Levis, has assigned. V. E. Paradis is the provisional guardian.

A meeting of the creditors of L. A. S. Plamondon & Co., general merchant, South Durham, was called for Jan. 26.

Maritime Provinces.

Annie P. Fancy, general store-keeper and hotel proprietress, Mosers River, N.S., has been succeeded by Solomon Fancy.

Western Canada.

Boese and Schmidt, general merchant, Vomda, Sask., sustained a loss from fire recently.

E. J. Coade, general merchant, Carievale, Sask., has been granted an extension for one year.

Sinclair, Boyd & Co., general merchants, Prince Albert, Sask., are succeeded by Sinclair & Co.

New Companies.

A provincial charter has been granted to Maylors, Limited, Forest, Ont., to carry on the business of general merchants. The share capital of the company in \$50,000, made up of 500 shares. The provisional directors are Thos. Maylor, John James Terringham Maylor, Tom Woodroffe Maylor and Victor Rehum Maylor.

How About YOUR Spices ?

Analysis of Peppers sold in Manitoba, conducted by Dominion Government Experts, shows that:

20 samples of Pepper were analysed and
7 of these were manufactured in Winnipeg.

Every sample of Pepper **manufactured in Winnipeg** was found to be of genuine quality and **six** of the **seven** samples were Gold Standard Brand.

MORAL:

Place your orders with **Winnipeg Manufacturers** and receive what you pay for—**PURE SPICES**—Gold Standard Spices may cost you a **trifle** more, but their purity is unquestionably established by the highest authorities in the land.

MANUFACTURED IN WINNIPEG BY

The Gold Standard Mfg. Co.

SOLD AND DISTRIBUTED BY

The Codville Co., Ltd.

Samples and Quotations Cheerfully Furnished.

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ADULTERATED PEPPER IN THE WEST.

In the daily press there has been considerable of late with reference to the sale of adulterated pepper in Western Canada. There has been a great commotion over the matter, both east and west, and some articles which have appeared have had a tendency to make the public believe that adulterated pepper is being manufactured in Winnipeg and sold to the public throughout the western Provinces as pure pepper. To quote a recent article from a daily paper, "It appears that the chief centres of adulteration are in and about Montreal, although Winnipeg is becoming too prominent in this regard, a recent despatch from Government sources intimating that Winnipeg is considerable of a storm center in the matter of adulteration."

Now as a matter of simple justice to Winnipeg manufacturers it should be noted that there are only three firms in Winnipeg who grind or manufacture their own pepper. There are many firms jobbing pepper which they buy already ground, but there are only three factories in Winnipeg where pepper is ground.

An examination of the department bulletin referred to in the daily newspaper excerpt quoted above shows that some twelve different samples of pepper manufactured by these three firms have been bought at retail and tested by a Department Inspector. All of the twelve were pronounced genuine and therefore the daily newspaper comments have no application to Winnipeg manufacturers.

In the interests of the honest manufacturer and jobber, and for the protection of the trade and the public the Department should trace all adulterations to the manufacturers who are responsible. Retailers and wholesalers alike may sell adulterated goods without being aware that their goods are not absolutely pure as they are stated to be. If every package of spice, or food stuffs even, when packed under a jobber's private brand bore the name of the actual manufacturer it would be an easy matter to place the responsibility. At the next meeting of the Canadian manufacturers' Association, the Winnipeg spice manufacturers purpose presenting a resolution in favor of some such change.

WILL INCREASE CAPITAL STOCK.

At a special meeting of the shareholders of the Caledonian Biscuit and Confectionery Manufacturing Company, Montreal, it was decided to increase the capital stock of the company by \$150,000. Since the reorganization of the company recently the capitalization has been \$49,000. It will now be \$150,000. The idea is to enable the management to increase the business of the concern. Those present at the meeting included Ald. J. G. Duquette, president. Ald. N. Sequin, vice-president. L. A. Taillon, secretary, and all the directors, as well as four-fifths of the shareholders.

The assets of J. P. Belanger, general merchant, St. Thuribe, were advertised for sale on Jan. 28.

J. B. E. Letellier, wholesale grocery and liquor merchant, sustained a loss from fire last week. He was insured.

Four Ways to Increase Business

You improve your business every time you start another customer buying Red Rose Tea.

It always proves itself good tea. You and your store get the credit, and the result is always more trade and better trade.

There are many ways to increase sales, but here are four which have proven good in every successful store :

1. You can recommend Red Rose to your customers who want good tea.
2. You can display Red Rose well in your store on counters and in windows.
3. You can advertise Red Rose. We will help you do it. Write us.
4. You can use Red Rose in your home and demonstrate to yourself that it is the best value in the market.

Red Rose Tea

"Is good tea"

It helps to increase sales

3 Wellington St. E.,
Toronto, Ont. } Branches.
315 William St.,
Winnipeg, Man.

T. H. ESTABROOKS
St. John, N.B.

Not one package of
Blue Ribbon Pepper
has ever been adulterated


No Danger from the Pure Food Laws

if you handle Heinz products. There are no drugs, artificial preservatives or coloring matter of any kind in any of them. That's why

HEINZ 57 VARIETIES Pure Food Products

are preferred by consumers and those dealers who know what is right to buy. They meet the requirements of all Pure Food Laws and are guaranteed to suit.

You are always authorized to refund the purchase price if they fail to please your customer.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Hams

You cannot go astray in sending us your order for Cooked Hams. We have the finest goods on the market. Always fresh, put up in round compact shape, there is no waste or loss on your cooked meat counter. If you have not had them from us, send us a sample order and let us book you for weekly or daily shipment.

F. W. Fearman Co.

LIMITED

HAMILTON

The Government Analysis decides absolutely the Superior Quality of

Reindeer Milk
and
Jersey Cream



All Brands sell at same price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.

The best way to get custom is to give the best value.



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

Butter Eggs Cheese Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, January 28.

There is an opinion gaining considerable currency, that stocks are much lower than was generally estimated, and this fact, together with the increased demand from England, has imparted a firm tone to the market. From this then, it looks as if that from this on, prices would remain on the high side. A considerable amount of cheese, has gone forward to the account of several English houses which has been held for them here. It is reported that an English house is quietly buying up all the loose ends, and odd lots, that they can lay their hands on. It is also stated that they have paid some fancy prices. This certainly looks as if some, at any rate, expect high prices. Locally finest Westerns are quoted at 12½c to 12¾c and Easterns at 12¾c to 12½c. Receipts of cheese since May 1 up to the present time have been 1,956,691 boxes against 2,053,472 boxes for the same period of last year.

The week has been a quiet one in butter circles and from appearances it is safe to say, that prices will remain constant for some time. Rolls are coming in in good quantities and the price has shaded off a trifle, but this is looked upon as only a transitory condition, as the demand has not been quite as good this week. Fall creamery lines are being held for fancy prices, but not many sales are being effected, as some look upon the condition of things as a fair augury, that lower prices will soon prevail. The English market has not received as much butter from New Zealand as it was expected would arrive by this time. Cables from Australia, state that supplies have fallen off very considerably there. Siberian has been in better demand, and it is thought that the stringency in England will soon re-act on the Canadian market, as prices there will go to a level which will render the export business here more profitable. Locally, finest creamery is being quoted at 27c to 27½c, fresh receipts bringing 25½ to 26c. Receipts since May 1 to the present time have been 414,915 packages against 409,343 packages for the same time of last year.

THE PROVISION SITUATION.

Toronto, January 28.

The hog market is still very firm, with another advance of from 10 to 15c a hundred. At this time of the year the hogs are pretty well sold out, and it is difficult to secure enough to keep the packing houses supplied. The keen competition among buyers is the principal cause of the high price.

Butter is very plentiful, and much of it is in the hands of country store-keepers, who are looking for buyers. The quality, as a rule, is the kind that nobody makes, and nobody wants.

The egg market is in good shape, although through the mild weather new-laid eggs came in freely and the feeling is that the stock of held eggs will all be required before spring and therefore prices remain firm. The demand for cheese is only local, and prices are unchanged. Poultry is getting out of season.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Another advance of 10c per 100 pounds for live hogs has been announced this week. The supply is only moderate, and demand is exceedingly good. Pure lard is in good demand, while trade in compound lines, is only moderate. No changes have taken place in prices.

Compound Lard—	
Ti rces, 375 lbs	0 08½
P rches lined boxes, 50 lbs	0 08½
Tub, 50 lbs	0 9
Wo'd pails, 20 lbs net	0 69½
Tin pails, in cases	0 09½ 0 9½
Heavy Canada short cut mess pork, in bbls.	22 0½ 23 0
Select'd heavy Canada short cut clear boneless pork	22 0½ 23 00
Heavy Canada short cut clear pork	22 0 22 50
Very heavy clear pork	21 00 25 50
Plate beef, 100-lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs, grained	0 12½
Tub, 50 lbs	0 12½
Pa ls. wo'd, 21 lbs., parchment lined	0 12½
Tin pails 2 lbs., gross	" 12½
Cases, tins, 10 lbs, each	0 12½
" " 5 "	0 12½
" " 3 "	0 13

BUTTER—Creamery lines are firm, and demand is good. Fresh rolls are coming forward more freely and prices are lower.

Fall creamery, solids	0 27 0 27½
Fresh Creamery, solids, lb	0 25½ 0 26
" " prints, lb	0 27
Dairy, tubs, lb	0 18 0 20
Fresh large roll	0 20 0 21

CHEESE—The undertone of the cheese market is firmer, and the export demand is good. It is known that stocks in Canada are not great, therefore good prices are sure to prevail at the clean-up.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Market for storage eggs is firm. Stocks here are in small compass, and demand continues good. New laids are coming forward more freely, and slightly lower quotations will undoubtedly prevail before long.

New laids	0 35 0 40
Selected old storage	0 29
No. 1 Candler	0 26
No. 2 Eggs	0 21 0 22

HONEY—Demand for honey is good

and supplies are ample to fill all requirements.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Prices remain firm, with only a moderate trade passing.

Spring chickens, per lb.	0 13 0 14
Hens per lb.	0 11½ 0 12½
Young ducks, per lb.	0 11½ 0 12
Turkeys, per lb.	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—In response to the sharp advance of the prices of hogs, cured meats are also quoted higher. As the poultry rush is over, a good deal more cured meats are used, and therefore the demand is good, and business brisk.

Long clear bacon, per lb.	0 11 0 11½
Smoked breakfast bacon, per lb.	0 14½ 0 15
Roll bacon, per lb.	0 14½ 0 11
Light hams, per lb.	0 13½ 0 14
Medium hams, per lb.	0 13½
Large hams per lb.	0 13
Shoulder hams, per lb.	0 10 0 10½
Backs, plain, per lb.	0 15 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 5 23 00
Lard, tierces, per lb.	0 12½ 0 12½
" tubs	0 12½ 0 12½
" pails	0 13
" compounds, per lb.	0 08½ 0 11
Dressed hogs	0 10 0 10½

BUTTER—The inevitable results which must naturally follow the conditions, which existed in the butter market during the last five or six weeks, have materialized. Exceedingly high prices on the one hand, and poor quality on the other, cannot live together. In consequence the butter remained in the hands of dealers, and is growing in quantity. The country store-keepers, some of whom took it from the farmers regardless of quality, are now looking for buyers, and are not so particular about the price, as they are about getting rid of it. Butter is, therefore, again two or three cents lower, and in order to move the accumulated surplus, which is by no means improving in quality, even a further drop may be expected.

	Per lb.
Creamery prints	0 26 0 27
Creamery solids	0 25 0 26
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 22 0 23
" ordinary	0 21 0 22
" tubs, choice	0 21 0 22
Large rolls	0 20 0 21
Baking butter	0 18 0 20

CHEESE—Prices of cheese are firm, but nothing but local demand to supply. The market is very quiet.

Cheese, large, prime	0 13½ 0 14
" twins	0 13½ 0 14

EGGS—New laid eggs, owing to the spring-like weather, are unusually plentiful for the month of January and have dropped from the high notch of 40c to 50c a dozen to 30c to 32c. Held stock is firm and unchanged. The stock on hand is light and if the weather should turn cold, and we would have the Canadian winter weather during the next four or

six weeks, eggs might rule very high yet before spring.

Strictly new laid, per doz.....	0 30	0 32
Select cold storage.....	0 28	0 30
Cold storage.....	0 25	0 26
Limed.....	0 24	0 25

HONEY—There is practically nothing doing in honey, and prices are without change.

60-lb. tins.....	0 11	0 11 1/2
Smaller sizes, tins and bottles.....	0 10 1/2	0 12
Combs, doz.....	1 50	2 57

POULTRY—Very little demand and although very little coming forward, prices are easier. As a rule what does come is in good condition. No change in prices is quoted.

Spring chicken, dressed.....	0 14	0 18
Hens, per lb., dressed.....	0 10	0 11
Young ducks, per lb., live.....	0 11	0 12
Ducks per lb., dressed.....	0 14	0 18
Turkeys, per lb., dressed.....	0 18	0 20
Turkeys, per lb., live.....	0 15	0 17
Geese, per lb., dressed.....	0 11	0 13
Geese, per lb., live.....	0 0 1/2	0 1 1/2

WINNIPEG.


BUTTER—Milder weather has weakened the local market as prospects are good for an increase in the supply of

BARRELS
 For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
 CARGILL, ONTARIO.

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

ESTABLISHED 1892
Rutherford, Marshall & Co.
 Wholesale Produce and Commission Merchants,
TORONTO, ONT.
 Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!
 Persons having Poultry to ship to Montreal market should make a trial shipment to
P. POULIN & CO.
 39 Bonsecours Market, Montreal
 Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.


USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

dairy butter from the country. For No.1 dairy the local buyers are paying 21c per lb.; for No. 2, 17c per lb. f.o.b. Winnipeg.

EGGS—There are, practically speaking, no Manitoba eggs on the market. New laid Manitobas will fetch a fancy price if any are offered. Eastern candled eggs are selling to the retail trade at 30c per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14 1/2c to 14 3/4c per lb.

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

Chicken, per lb.....	0 11
Fowl, per lb.....	0 08
Turkeys, per lb.....	0 16
Ducks.....	0 11
Geese.....	0 11

SHORTAGE IN BROOM CORN.

The price of Broom corn like every other product of the farmer, depends largely on crop conditions and consequently when a shortage exists, higher prices prevail and this naturally means higher priced brooms.

Now people in the country particularly who are familiar with the conditions applying to butter, eggs, hay, oats, etc., should not wonder at the complete disappearance of the 25c broom if they will bear in mind the exceptionally short crop of broom corn last season which has caused the price of it to advance to a figure that simply makes it impossible to make this line. And even at the present high prices it is difficult to buy what is termed "well assorted" corn and this places the manufacture up against a still harder problem, that is if he is to have any margin at all.

Twenty cent butter and eggs are out of the question under present conditions—so are 25c brooms.

OLD SWORD GETS CUSTOM.

Novel Window Display That Got Even the College Professors Figuring—It Brought Results.

Window displays that bring results are the kind the grocer wants to hear about. A window that shows costly goods in a magnificent way is bound to attract attention. It will be admired as a display, and the goods will be admired because they are beautiful goods.

Novel and unique window displays are also good, if they are kept within bounds, and if they are really out of the ordinary and strong enough to compel attention. Ordinarily the novelty window is not desirable, as the design is seldom strong enough. There are exceptions, however.

A merchant in a Western town had a window not long ago in the novelty line that got him a great deal of business and attracted an extraordinary amount of attention to his store. He had a large, old-fashioned cavalry sabre (that had evidently belonged to his dad) suspended in his show window in the loops of a couple of strands of thread. The wind from an electric fan caused the sword to move slightly, thus wearing

with its sharp edge on the cord. A card in the window, which was attractively dressed with a line of goods, said:

The Falling Sword.

"This is not Damocles' sword, but it is going to fall, and when it does fall it is going to cut prices right in two on some of our goods. Look in the papers for particulars."

In his newspaper ads the merchant announced a clearing sale on some of his overstock, and along with the ad he printed a coupon which read as follows:

The person guessing nearest to the hour and minute of the night or day that the sword falls (see our display window) will be entitled to \$25 worth of goods free in any department of our store. The next ten best guessers 25 per cent. reduction on their purchases. The next fifty best guessers 15 per cent. reduction. The next 100 best guessers 10 per cent. reduction.

Then followed blanks for the name and address of the guesser and a blank line for his guess. The ad went on to state that the sword had been privately tried with the same kind of cord, and that it had fallen in less than a week.

It Proved a Success.

The merchant, of course, with such a unique display as that, had little difficulty in attracting buyers. He cleared away a considerable quantity of his old stock at a fair profit, doing a business much beyond his anticipation. In addition to this, he secured a splendid advertising medium. People from outside the town who had never dealt with him before, and, perhaps, who had never heard of him, sent in their estimates of the time the sword would take in cutting the string.

College professors applied science to their figuring and there was widespread interest taken in the contest. Outside of the newspaper advertising the only real cost, was the \$25 to the person who captured first prize. He much more than made this up on his prices, which, while low, still left him a comfortable margin.

BROTHER DEAD.

The grocery store of Arthur Wicks of Dresden, was closed three days last week on account of the death of his brother, a much respected farmer living near Dresden.

C. Galuci, grocer and confectioner, Fort William, Ont., was gutted by fire on Wednesday, Jan. 20th. The stock was valued at \$5,000 and the building at \$1,800, both being insured.

A man pays his club bill with fond reminiscences, his grocer's with shrieks for economy, remarks The Smart Set.

GILLETT'S PERFUMED LYE

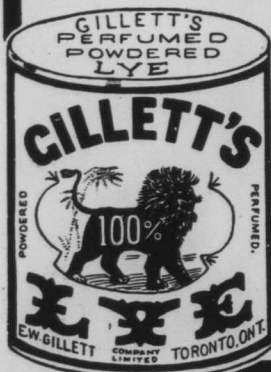
CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name "Gillett's."

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

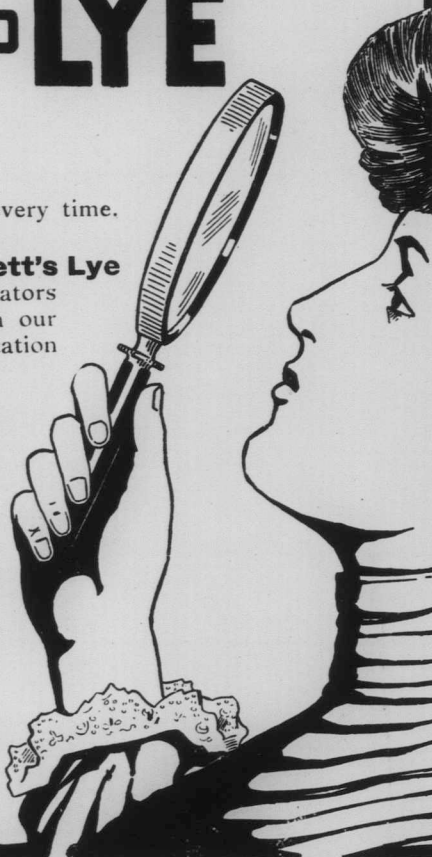
Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



E. W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.



Do Not Turn Customers Away!

Clark's Corned Beef, Ox Tongue, Pork and Beans and Potted Meats are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

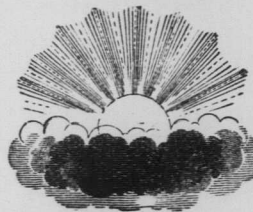
WM. CLARK

Manufacturer

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

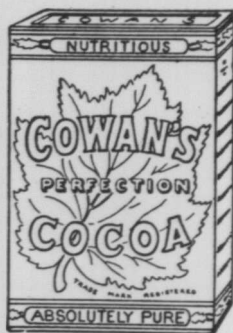
55 ST. PAUL ST.,

MONTREAL

PUSH

Cowan's

Cocoa and Chocolate



and get your share of the Fall and Winter Cocoa and Chocolate trade.

"Cowan's"

spells

"Satisfaction"

to the Canadian housewife.

The Cowan Co., Ltd.
Toronto, Canada



White Moss Cocoanut

is famous for being always of uniform quality. Housekeepers have depended upon its unvarying excellence for years, and never yet have they been disappointed. They never will be, that you can count upon.

The Best Pays in the Long Run.

SELL WHITE MOSS COCOANUT

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

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

W. H. ESCOTT,
Winnipeg

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

PURE SOLUBLE COCOA

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

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.

H. & A. B. LAMBE, Hamilton.

C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.

MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.

A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

**Decline in Prices of Manitoba Wheat Flours—Reason Seems to be Artificial—
Another Advance in Rolled Wheat to Wholesalers.**

The past week has brought out something new in the price of Manitoba wheat flour. Prices go down both in Montreal and Toronto and the peculiarity of the circumstance according to local advice is that there is no natural conditions existing to warrant the decline. It is stated that it is due to competing western millers. During the past two weeks Manitoba wheat has gone up in price, the first grade being quoted at \$1.15, and best winter wheat at \$1.02. These two conditions do not seem to harmonize. Winter wheat flour remains the same as quoted last week.

To the wholesalers locally there has been another advance of 10c in rolled wheat following the higher prices of wheat. Bran seems to be scarce.

MONTREAL.

FLOUR—One of the large milling companies dropped prices 30c a barrel, and 15c a bag. This was announced on Jan. 22, and was followed two days later by a similar decline in the prices of the other large milling company. Locally, trade has been only fair, and the decline will stimulate business somewhat. Country orders are improving slowly.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 60
Queen.....	5 10
Manitoba spring wheat patents.....	5 00
Strong bakers.....	5 10
Five Roses.....	5 10
Harvest Queen.....	5 40

ROLLED OATS—Buying during the week has been brisker in a small way, but of a jobbing character. There have been some rumors abroad again this week regarding imminent changes in prices, but so far these have failed to materialize.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Gold dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats.....	2 35
" bags.....	2 35
" bbls.....	5 05

FEED—Bran is exceedingly scarce, and some dealers have found themselves over sold. As a result of the stringency in supply, and large demand, this line has gone forward \$1 a ton. Other lines are in ample supply, to meet all requirements, and no changes in quotations have taken place.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	21 00 22 00
Mouille, milled.....	25 00 27 00
" straight grained.....	30 00 31 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The past week has been featured by a drop in the prices of all Manitoba wheat flours by 20c. Local

millers claim there is no natural reason why this should be the case and claim that it is due to internal workings in the Western markets, the results of which make their presence known in the East. "There is no market conditions whatever to warrant it," remarked a miller, "the decline is purely artificial." Wheat now is higher, he stated, than it was two weeks ago.

Prices for winter wheat flour are quoted the same as last week. The market is very firm. "Why we couldn't buy ten cars of winter wheat now if we wanted it badly," said one miller.

Manitoba Wheat.

1st Patent.....	5 50 5 60
2nd Patent.....	5 20
Strong bakers.....	5 00

Winter Wheat.

Straight roller.....	4 20 4 30
Patents.....	4 8
Blended.....	5 00

CEREALS—Another advance is quoted this week in rolled wheat to wholesalers. This amounts to 10c, making an advance within the past couple of weeks to wholesalers of 20c. The cause for this is the increase in the price of wheat. The markets for rolled oats and oatmeal remain fairly steady with prices the same as quoted last week.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 15

NEW FACTORY OPENED.

Dignard, Limited, is the name of the new firm now making biscuits in Montreal, being the business organized by C. Dignard, who has manufactured in Montreal for years. A fine new factory is occupied in the eastern part of the city, being well fitted up with all modern machinery. The firm are making their chief sellers their Village and Princess lines for the present.

TRADE NOTES.

Leo E. Schoenfeld, representing and salesman for Strohmeier & Arpe Co., New York, intends visiting Canada again, and expects to arrive in Toronto about Feb. 1st. His selling lines are canned goods, and especially those of John Moir & Sons, London, England; and those of Arsene Sanpiquet, canners of the Jockey Club brand of sardines, etc., as well as olive oils.

J. A. McGuane, the New York representative of the Salada Tea Co., was in Toronto on Saturday, having just concluded a trip to St. Louis, Cincinnati and Baltimore. Mr. McGuane, speaking generally regarding prospects in business for the future, represents them as being particularly bright. He has arrived at this conclusion since coming in contact with so many business men in the United States during his recent trip.

A Booming Biscuit Business

is the natural result of selling biscuits that are extra good in quality. You can't get away from the fact that when a person is particularly pleased with something she has bought at a particular place she goes back for more. You do it yourself! Mooney's Perfection Cream Sodas have a fresh crispness that defies competition. It is a crispness that lasts from the first cracker to the last in every package. It is this lasting freshness that creates the pleased, constant customer.



**The Mooney
Biscuit & Candy
Company,
LIMITED**


STRATFORD, - CANADA

We want to buy
Goose Wheat
or
**Ontario White
Wheat**

If any of your customers have any or you know where we can get it write us. Will pay for good quality. Send sample.

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country



MOTT'S: No better Chocolate

It's always a pleasure to the grocer to **recommend** our brands. It's always a satisfaction to the housewife to **use** our goods. There's never any complaint.

To remind you, the brands are

MOTT'S

"Diamond" and "Elite"
Brands of

Chocolate

They are profitable in that they always please.

At your Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

By Royal



Letters Patent

Nelson's

Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

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

Nelson's

Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

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

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

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

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

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA


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

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



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.

Registered, U.S. Pat. Off.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.
MONTREAL, CANADA

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal
Established 1880

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



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00

EASY TERMS.
Catalog Free.

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



COX'S INSTANT POWDERED GELATINE

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

Canadian Agents:

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

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

TEA
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TEA SITUATION IN LONDON.

After a short trip to England, W. H. Halford, of S. T. Nishimura & Co., Montreal, has come back, and in an interview with him The Grocer received some interesting information on the present situation in the tea business on the other side of the ocean.

"On my arrival in London at the beginning of the Christmas week the auction sale rooms were, as usual, closed," said he, "and there was practically nothing doing in the Merchants' Tea Rooms. On the following Tuesday, however, the auction was well attended, and while considerable interest was manifest amongst the buyers, there was a decided tendency to weakening, especially in price tea. From this on a brisk business was being transacted in the tea rooms. Orders coming in very freely from all parts.

"As to what has been the feeling regarding the turnover for the past year, judging from the conversation I had with a number of tea and grocery merchants, I should imagine the results of 1908 were somewhat disappointing. Generally speaking, trade has been dull, and stocks exceptionally heavy. Some of the packet tea firms complained of the past year's business, consequent upon high prices, which were ruling for several months, and the enormous quantity of lower priced packet tea sold all over the United Kingdom, and which, of course, shows the least profit. Then again, some of the operators in Ceylon greens informed me that there has been absolutely no money in these particular teas, owing, principally, to cost of preparation, and to the prices realized on them, and other conditions, at their destination. Indeed, I am told on very good authority that in Ceylon there is a very strong feeling in favor of, and in fact, there are now a number of well-known tea estates actually being converted into rubber plantations, which have been good paying propositions for the past few years.

"Regarding the general feeling of the trade towards Canada, the majority

of the larger merchants are absolutely unanimous in vigorously opposing the present conditions and terms of sale in Canada, as against the United States, where transactions are practically on a cash basis. There is also a very strong objection to some of our commercial laws, by which, they claim, for instance, in case of bankruptcy in the Province of Quebec, they are placed absolutely in a false position. Until these conditions are changed very considerably there will always exist that "stand off" feeling which is extremely detrimental to our mutual interests."

Credit Without Risk

The credit customer "we have always with us" — until he gets "in" too deep for comfort.



ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

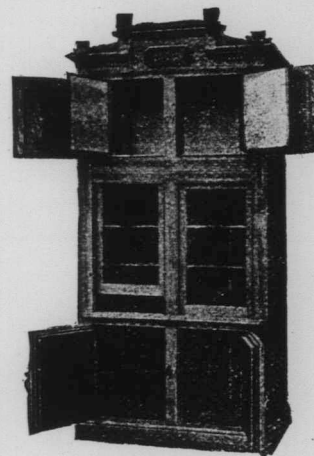
HOW THEY WORK
A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with \$10.00 — no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book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

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

Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market. Western representatives, Ryan Bros., Winnipeg. Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto



Millions of Women

use **Fels-Naptha** soap and do not boil or scald the wash. Millions still cling to the old idea.

Those who follow the **Fels-Naptha** directions need no hot water, get through the wash in half the time, have purified, bright clothes, and do not get all tired out.

Get a bar from your grocer, follow the easy directions, and you will be a friend of **Fels-Naptha**.

FELS-NAPTHA CO.
PHILADELPHIA



Is the bread NOW in your home inviting? Do you like it? If not, you can have it so by using

Anchor Brand Flour

MANFD. BY
Leitch Brothers Flour Mills, Oak Lake, Man.

FRUITS, VEGETABLES AND FISH

Advance in Price of Almeria Grapes—New Vegetables on the Market—California Navel Oranges in Demand—Mild Weather Not Conducive to Good Fish Trade.

CALIFORNIA WASHINGTON NAVELS

Market is some higher and from present outlook do not look for any lower prices.

California Celery is now at its best and is a great seller.

Have also Pineapples, Head Lettuce, Cucumbers, etc.

Send in your orders they will have our best attention.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Keep Kool

There's

"St. Nicholas"
and
"Home Guard"

Coming

"On the Ocean no w."

(FRANC TRACUZZI Cables)

J. J. McCabe

Agent

32 Church Street - Toronto

MONTREAL.

GREEN FRUITS—Almeria grapes are scarce, and have gone up 50c. High grade apples are also scarce, and the better grades have gone forward slightly, while prices generally have been well maintained. Lemons are fairly plentiful, but it seems more than probable that another advance will be announced later in the season. Other lines are unchanged, with a weak undertone to the market.

Almeria grapes, extra choice	6 00
California navel, 8's, 12's, 2 0, 28's size	3 40
" 150, 17, 201, 216 size	3 60
Floridas, 126, 15, 176, 200	2 50
Mexican oranges, 176, 200, 216, 150 size	2 00
Valencia 420 size	3 75
Extra sweet Jamaicas	2 00
Grape fruit	3 50
Jamaica grape fruit, extra heavy	3 00
Lemons, cho ce, 300 size	3 75
Bananas crated	1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	4 50
Cranberries, Nova Scotias, early black, lb.	8 00
Apples, Fameuse, XXX, bbl.	6 00
" winter, XXX	3 50
Spies, XXX	4 50
Baldwins, Greenings, Russets, XXX	4 25
" Spies, XX	6 00
Strawberries	0 50

VEGETABLES—Mushrooms are offering at 90c a pound this week. Cucumbers, new carrots and string beans are also being quoted this week. The market is decidedly weaker since our last report. Among the lines which have fallen off in price are leeks, Canadian celery, American celery, spinach, lettuce and cabbage, while green peppers and Brussels sprouts are slightly higher. Other lines are unchanged.

Mushrooms, lb.	0 90
Cucumbers, each	0 25
New carrots, bunch	0 30
Tomatoes, lb.	0 80
Oyster plant, doz	0 50
Artichokes, bbl.	2 50
Leeks, dozen	1 25
Parsnips, bag	0 90
Sweet Potatoes, basket	2 50
Marrows, dozen	1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz. bunches	0 50
Sage, per doz.	0 60
Savory, per doz.	0 50
Can. celery, bunch	40 075
Celery, crate	6 00
Water cress, large bunches, per bunch	0 15
Spinach, barrels	3 00
Green peppers, basket	1 60
Beets, bag	0 90
Carrots, bag	0 75
Spanish onions, large case	3 50
Lettuce, early	0 50
Lettuce, per doz., Boston	0 10
Radishes, doz.	0 60
Horse radish, per lb.	0 15
Cabbage, bb's	1 50
Montreal potatoes, bag	0 85
Green Mountains	1 00
New Brunswick potatoes	0 85
Onions large bag	2 00
Red onions, barrel	4 00
Turnips, bag	3 00
Pumpkins, doz	3 00
Squash, doz	2 50
Brussels sprouts, quart	0 30
String beans, basket	4 30

FISH—A stiffening of prices is noticed in a few lines, among them being haddock, which has gone forward a 1/2 cent; mackerel and sea herring have also advanced. Frozen grass pike is an exception to this as this line is weaker by a cent. Other lines remain constant. Locally trade is fairly good and the market has a strong undertone.

Fresh and Frozen Fish.

Codfish	0 03 1/2	0 05 1/2
Qualla salmon	0 07	0 07 1/2

B.C. salmon, frozen	0 03 1/2	0 04
Haddock, per lb.	0 01	0 4 1/2
Fresh halibut	0 08	0 08 1/2
Mackerel	0 07 1/2	0 08
Dore	0 07 1/2	0 08
Steak cod	0 04	0 05
Frozen Grass Pike	0 14	0 05
Whitefish, lb. Tullibee	0 15	0 06
Lake trout	0 09	0 10
Sea trout, lb.	0 10	0 10
Flounders, lb.	0 10	0 10
America live lobsters	0 24	0 24
Bullheads (dressed)	0 10	0 10
New smelts	0 08	0 08
Sea herring, per 100	1 75	1 85
Tom cods, bul	1 75	1 75
Smoked—		
Haddies (exp) 15 lb. bxs., per lb.	0 06 1/2	0 06 1/2
Bloaters, per box, large, Yarmouth	1 10	1 10
Smoked herring, per box	0 17	0 17
Prepared—		
Skinless cod, new, 100 lb. cases	5 25	5 25
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box	1 80	1 80
Dry cod, in bundles 112 lb., per pound	0 06	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	0 06
Boneless cod, 20-lb. boxes	0 06	0 06
Boneless cod, 20-lb. boxes	0 09	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	0 05
Boneless fish, 25 lb. bxs., loose	0 04 1/2	0 04 1/2
Pure cod in crates, 1 and 2 lb. bricks	0 05	0 05
Salted and Pickled—		
No. 1 Labrador herring, brls.	5 50	5 50
" 1/2 brls.	3 25	3 25
Large green cod, 500 lbs. bbl.	6 50	6 50
Oysters, bulk, per gallon	1 30	1 30
Standards, bulk	1 40	1 40
" quart tins, sealed	0 40	0 40
Paper pails, per 100 qt. size	1 50	1 50
Live lobst ra, lb.	0 18	0 18
Standards, 4 gals	6 80	6 80
Selects	7 60	7 60

TORONTO.

GREEN FRUITS—Many of the fruit men are wearing a smile of perfect contentment this week, not so much on account of the firmness of the market as from the many good things that were said about them when on their memorable trip to Guelph. Few of them realized the excellent qualities they possessed until they read all about it in The Canadian Grocer. In consequence a conspicuous feeling of self-confidence prevails, and a smartness about the business that was not before so manifest.

The fruit market is firm, with an upward tendency. Almost the only kind of oranges in demand now are the California navels, which are from 25c to 50c a case higher. The first car of Messina lemons since the earthquake has been shipped for Toronto and will arrive here in a few weeks. The disturbance in Italy did not affect the price of lemons as much as was anticipated, and after connections were all made with new shippers the lemon trade will again assume its natural place in the markets of the world.

Grapes, Almeria, keg	6 50	7 00
Apples, Spies	5 50	6 50
" Russets	4 00	4 60
" Greenings	3 25	4 00
" Tolman Sweets	3 10	3 50
" Ben Davis	2 50	3 25
Oranges, Mexican, boxes, new	1 65	2 00
" Valencias, case	3 75	3 75
" Large	4 50	4 50
" California navel's	2 75	3 50
" Seville Marmalade, chest	5 50	5 50
Lemons, Messina	2 75	3 50
" California, box	4 00	4 00
Bananas J-malicas, brts.	1 50	1 88
" Jamaica eight's	1 40	1 25
Cranberries, Cape Cod bbl.	16 00	16 00
" crate	5 50	5 50
Grape Fruit, Florida, box	3 50	3 75
" Jamaica	3 00	3 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—This line is unusually quiet this week, with very little new vegetables in of any kind. The weather is very favorable for handling potatoes. The long continued cold spell which is always expected before this time has not yet arrived, neither has the sharp advance, which is somewhat of a disappointment to the dealers.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet barrel	4 00	4 50
" " hamper	1 75	2 00
" Bermuda per bushel	3 50	
Lettuce, Boston head doz	1 25	
Onions, Canadian, dried, bag	0 75	0 91
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket	1 00	
" Canadian, hothouse, per lb.	0 35	
Cucumbers, doz	2 00	2 25
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	25 00	30 00
" barrel	1 75	2 10
Squash, basket doz	0 75	0 90
Cauliflower per case	4 00	
Celery native, doz	0 25	0 40
California celery, per case	6 50	
Turnips	0 30	0 35
Radi-shes, per dozen	0 40	0 45
Spinach, per bushel	1 00	

FISH—The fish men are not pleased with this mild weather. All the fish handled now are frozen, and if they thaw before they are sold, although not in the least damaged, they do not seem to be wanted.

Perch, large, per lb.	0 06	0 07
Herring, medium, per lb.	0 04	0 05
Whitefish	0 09	0 10
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen	0 06	
Sea salmon, Silverside	0 10	
" Steelhead	0 14	
Pike	0 05	0 06
Pickeral, yellow	0 03	0 09
Herring, Digby, smoked, bundle 5 boxes	0 85	
" Kippered, 15-lb. box	1 40	
" Labrador, keg	3 00	
Mackerel, each	0 10	
Smelts, per pound No. 1	0 09	0 10
" extra	0 12	0 14
Oysters, Long Is. and	1 50	
" medium selects	1 75	
" extra	1 85	
" shell, per 100	1 50	
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07	0 08
Boneless cod, quail on toast	0 05	
" imperial	0 05	
" steak	0 07	
Shredded cod, doz	6 90	
Arcadia, 24 packages, 1 lb. box	3 12	
" 12 packages, 2 lb. box	2 40	
Acala cod, crate	2 40	
" tablets, box	1 60	
Bloaters	1 15	1 25
Qualla	0 09	
Catfish, dressed	0 10	

HAD GOOD YEAR.

On Monday of this week the annual meeting of the Canadian Condensing Company took place at Chesterville, Ont. There was a good attendance of shareholders, and a satisfactory report was presented. The outlook for the coming year was spoken of very enthusiastically.

Officers were elected as follows: President, S. H. Ewing; Vice-President, O. D. Casselman. These gentlemen are assisted on the directorate by Jas. T. Tory, F. O. Lewis, A. H. Ewing, R. M. Smith and W. B. Lawson. Mr. Smith succeeds the late Samuel Carsley.

BISCUIT FACTORY FIRE.

Fire did damage to the extent of \$12,000 in Montreal in the biscuit factory of G. U. Pichet, corner of Jeanne d'Arc and Ontario Sts., Tuesday morning, Jan. 26. The blaze was discovered at 7.15 a.m., and gained such headway that the Maisonneuve brigade were assisted by engines and men from No. 11 and No. 13 stations. It is thought the fire originated from a defective wire.

Marmalade Oranges

Owing to the earthquake in Sicily it is estimated that only half the usual quantity of Marmalade Oranges will be imported this year.

Shipments Will Begin to Arrive this Week
Book Your Orders With Us and Avoid Disappointment

Packed in Chests also in Boxes

WHITE & CO., Limited

Phone Main 6565 TORONTO and HAMILTON

FLORENCE VILLA

is famous as a Winter resort in Florida. Its Oranges, Grape Fruit and Tangerines are the best.

From tree to car the fruit is carefully handled—For Extra Fancy stock ask the wholesaler for "Florence" and "Seminole" brands.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
GUELPH, ONT.

CALIFORNIA NAVEL ORANGES CUBAN ORANGES

PORTO RICO ORANGES MESSINA LEMONS, all fresh stock

THE DAWSON COMMISSION CO., TORONTO

We can handle your consignments of Poultry, Butter and Eggs for you.

FISH ^A_N^D OYSTERS

Halibut Haddock Cod
 Whitefish Trout
 Haddie Bloaters Kippers

ASK FOR IT—IF IT'S FISH

The F. T. JAMES CO., Limited

Church and Colborne Streets : : : : : : : : Toronto

ARE YOU SELLING OUR DOMESTIC SEA FOODS ?

The annual turnover of Canadian sea foods is extremely heavy, and growing yearly.

Canada—packed sardines, (in oil); herring, haddies, clams and scallops possess a reputation at home and abroad which make them market leaders.

The grocer finds these goods yield a good profit, sell quickly, never go bad on his hands, and always give the housewife entire satisfaction. That's why he sells them—why the progressive retailer always carries an assorted stock.

Are YOU doing as much for yourself as you might in these lines?

This is a "money proposition" to you. Think it over. Then, write us about BRUNSWICK BRAND Sea Foods—the leading Canadian Brand.



CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver.

FISH and OYSTERS

A FEW SPECIALS FOR YOU:

LARGE FROZEN SEA HERRING
SALMON
HALIBUT
HADDIES

Skinless Cod
Boneless Cod
Pickarel
Haddock

Labrador Herring
Cod

Bloaters
Whitefish
Pike
Smelts

Lines all worth stocking. Now is the time to sell them. Remember we give you the quality and the service.
Attractive Prices.

Prompt Shipment.

Largest Assortment.

ASK FOR PRICE LISTS TO-DAY

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,
 20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

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

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Selling Sardines

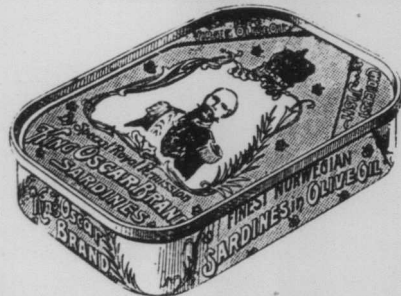
is part of every grocer's business—Sardines are a delicious food and if properly cured and packed, enjoyable to everybody.

France for half-a-century or more had a monopoly of the Sardine trade, but since the Norwegians have entered the field, it's

Norwegian Sardines

for the best trade all the time.

To **"King Oscar"**



brand is due to a very large degree the reputation of superiority now held by Norwegian packers.

Fine small fish, clean, sweet, purest oil and government inspection, are the reasons.

Let these be your arguments for selling "King Oscar" brand. Demand them.

J. W. Bickle & Greening
 (J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

Fresh, Pure Oysters Sell Best

Your trade knows the difference between good oysters and bad ones. To handle the inferior kind just because they are cheaper is a short-sighted policy. You can get the oyster trade of your town, **MAKE BETTER PROFITS** and have the best people coming to you if you sell

"SEALSHIPT" OYSTERS

They retain the delicious OYSTER flavor because we pack the solid meats in sealed cans with ice around the cans—**NOT TOUCHING THE OYSTERS.** They come to you fresh, natural sized, wholesome and clean—no possibility of contamination. Don't handle dirty tub oysters when you can get "Sealshipts."

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS.

AGENTS:

Leonard Bros., Montreal Samuel Egan, Toronto
 R. M. Cline, Hamilton Steele Fruit Co., London
 W. J. Guest Fish Co., Ltd., Winnipeg
 Winnipeg Fish Co., Winnipeg



National Oyster Carrier Co.
 South Norwalk, Connecticut

HOW TO MANAGE COLLECTIONS

A System of Determining to Whom to Give Credit—Three Methods of Collecting Accounts—Grocers Lose Vast Amount Each Year on Account of Poor Pay.

A correspondent of The Grocer, writing from Regina, gives some valuable lessons on the management of a retail grocery store. He says that one of the most important duties of the proprietor in the proper conducting of a grocery store is the right attention to credit and collections. How much money grocers in Canada lose in a year through a neglect to have this department on a systematic basis, is impossible to calculate. But, no doubt, it would amount to a good sized fortune were it all collected and handed over to a single man.

The carrying of the best lines of stock, the securing of the most efficient salesmen, attractive window or interior display, or a superior system of delivery, avail little, in his opinion, towards the grocer's success, unless he is able to get the money for what he sells. The question of credit and collections, therefore, is one to which every attention should be given. There seems to be no other phase of merchandising that needs more diplomatic and delicate handling and none which requires keener judgment.

Giving credit is plainly a matter of faith and confidence in the parties to whom the grocer allows it. Evidently then the matter of successful collections depends to a great extent on the ability of the grocer to judge his customers. When he secures a new patron to his store, he should endeavor to discover his or her occupation—for an industrious man of good habits seldom contributes to the debit side of the profit and loss account. To one who is somewhat doubtful he would not take chances in extending credit with the hope that fortune would favor him in securing payment for accounts when others had failed. Most grocers know that there is always a tendency to give credit in order to swell sales. Pass all the doubtful ones up, is the hard and fast rule to adhere to, and let a competitor have this business. Where there is the faintest possibility of poor pay you cannot be absolutely sure in a credit transaction until the money is handed over the counter.

Rapid Decision Desirable.

Where there is this element of chance it is difficult sometimes not to show reluctance by your face and manner. This "betrayal of feelings" should be overcome and the mind should be trained to act quickly and decisively. If you are willing to give credit, look and act as if it were one of the greatest pleasures in life to do so. If you grant it and your appearance betrays that you mistrust your customer, he or she is not likely to continue purchasing from you. When you do perform an accommodating act towards a customer do it in such a manner that you will get full credit for it,

increase the loyalty of the purchaser to your store, and cultivate his or her personal friendship.

On the other hand, if you have determined not to give credit, break the news as diplomatically as you can, and you are liable to secure a cash trade.

A grocer cannot be absolutely certain of any particular account until he has the money. In these uncertain times a millionaire to-day may go broke to-morrow. This shows the necessity of a system for collecting accounts promptly. The sooner you "get after" a debtor when he has bought the goods, the more hope is there in having the account settled. If left running too long he sometimes begins to think he is under no obligation to pay and difficulty follows—until finally you wake up in the morning to hear that he has left the community. The smaller the account, the more palatable does it look to the debtor. Therefore, do not be negligent or over-indulgent with people even if they are considered to be standing high in the estimation of their neighbors.

Methods of Making Collections.

The correspondent goes on to tell how he successfully uses three methods for securing money. He describes them as follows, as well as three classes of merchants: "There are grocers who are of a mild disposition, who always ask politely for money periodically. Then we have a second class who insist upon a debtor paying his account by threatening law, and, lastly, we have the merchant who is sympathetic in his attitudes, with the idea of enticing by gentle words the money which settles the account. All three methods should be resorted to and used upon different people. Many grocers blunder by using the same one always.

With good customers who are constitutionally tardy in settling accounts try the first means; use the second with those who are constitutionally mean and who, figuratively speaking, appreciate nothing but a club, and with those unfortunates who have a limited quantity of money and who pay first those who wheedle them in a sympathetic manner, try the third. Deal with each debtor according to his classification. There should be no difficulty in handling customers of the first variety successfully. Usually there is little cause for worry about the account not being good; it is simply a case of keeping after them persistently, but always courteously. Strict measures must be used with class two. For people of this kind, use a threatening attitude intended to scare and badger them into paying. Be careful, of course, not to call a man a thief in so many words. You can say that

"he will be regarded as a thief or a deadbeat if he has to be sued for his honest debts." You will then be certain not to have to make any apologies to him should he think you have used language too strong and unjust.

Majority Want Sympathy.

"The other class is the largest. They have limited incomes and though desiring to be honest they find it an incessant struggle to keep above water. They get into the habit of steering off everything they can and what little money they get they want to use it for paying off their particular friends for whom they have the greatest regard or who are able to press them successfully. Such people need sympathy and encouragement to do their utmost in getting square with the world. They do not expect sympathy from such a source and when it comes they are grateful and show their gratitude by making a special effort to eliminate the debt they owe. It is also a splendid plan with these particular debtors to determine when payday comes and approach them at the proper time.

There is one thing to be observed in all collections, and that is never to make a threat and fail to carry it out. You will soon get a reputation in your community for being "easy," and people will pay little attention to your demands. When you inform a man you are going to sue him on a specified day unless he comes to your terms, do not fail to make good your threat."

BUYERS IN MONTREAL.

E. Lahaie—St. Eustache, Que.
H. A. Valequette—St. Jean Baptiste, Que.
Francois Robert—St. Hubert, Que.
G. Dumontet—Brosseau, Que.
Jos. Brunet—St. Hubert.
G. Lalonde—Point Fortune, Que.
L. Robert—St. Bruno, Que.
C. A. Forget—St. Agathe, Que.
A. A. Derrick—Noyan, Que.
W. C. Strader—North Williamsburg, Ont.
H. Walton VanVliet—Lacolle, Que.
J. Bruce Payne, of Granby, was in town for a few days this week.

CANADA STARCH MEETING.

The annual general meeting of the shareholders of the Canada Starch Company was held on Tuesday, Jan. 25, in the company's offices, Montreal.

The following officers and directors were elected: Geo. E. Benson, president and managing director; Chas. R. Hosmer, 1st vice-president; Lloyd Harris, 2nd vice-president; Joseph Ruddy, secretary-treasurer; and Hon. Robt Mackay, Wm. R. Miller, W. B. Blackader, Hon. J. R. Stratton, James J. Warren, additional directors.

J. Buchanan, of Deseronto, is getting nicely settled in his new store at Sterling, Ont.

"MEPHISTO"
and
PURITY BRANDS
Lobsters

Every can is sold
with a guarantee—

Sold from Coast to Coast by
Wholesale Grocers in Canada—

SOLE PACKERS

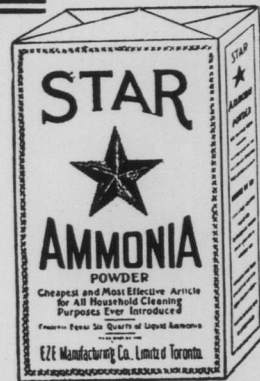
FRED MAGEE
Port Elgin, N.B. and Pictou, N.S.

Send your orders for

Fish and Oysters

to

O'Connor's Fish Market
St. Antoine Market MONTREAL



Popular in Price and a Producer of Permanent Profits



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BRONCO BRAND
Navel Oranges

from the Celebrated
Redlands Heights in
California are now in
prime condition.
Fresh cars arriving
weekly. The heaviest,
juiciest and most de-
liciously flavored fruit
coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

FROZEN LAKE FISH

For Prompt Shipment. Get Our Prices

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER - - - - - ONTARIO

THE GROCER'S ENCYCLOPEDIA

Flourishes Best in Florida Where Large Quantities Are Now Produced—A Splendid Breakfast Food—Ingredients Beneficial to the System—How to Serve It.

GRAPE FRUIT—Like many other things, the grape fruit has carried many different names during its existence. It first came from Eastern Asia and was there known many years ago as the Pomello. From there it was carried to Spain and by the Spaniards to Cuba and the Islands of the Bahamas, and for many years was there known as Shaddock. The fruit of late years has come to be known as the Grape Fruit, so called on account of the way it grows on the tree, as many as a dozen of various sizes being suspended on a cluster or bunch and resembling a huge bunch of grapes.

Florida Its Present Home.

Progressive United States growers carried the cultivation of it to Florida and even to California, but it thrives best in Florida, and Florida to-day is producing the best grape fruit ever known. The soil climate of California has not as yet been favorable to its growth. The fruit in that State being thick of skin and comparatively little juice, so essential in good fruit.

The fruit itself resembles a very large orange. is of lemon color, and of a peculiar acid taste. The taste for it is easily acquired, and people become very fond of it. Doctors recommend it as an excellent breakfast fruit, containing as it does, many ingredients beneficial to the human system.

A Rapid Advance.

Some idea of the amount that is produced is shown by the fact that Florida alone will ship 1,500 cars of it this season, whereas 10 years ago the fruit was practically unknown.

It is used solely as a table fruit, and in addition to it being a choice breakfast dish, it is also used at luncheons and dinners.

How to Serve It.

The proper method of serving is to cut the fruit in two, across the grain, remove the seeds and core and fill the cavity with sugar, and eat with a spoon. To add to the attractiveness of the dish drop a pitted cherry in the centre and add a dash of sherry to it, which greatly improves the flavor.

Great care should be exercised to protect it from frost in transit, as on being slightly frosted the oil leaves the cells in the skin and causes a brown spot on the surface. This does not impair the eating qualities, however, but merely detracts from its appearance.

Owing to the large production the price has correspondingly been reduced

so that it is now in reach of the most modest purse.

JAVA TEAS FOR CANADA.

W. H. Halford, of S. T. Nishimura & Co., Montreal and Japan, has returned from a short business and pleasure trip to England. Mr. Halford states that business generally on the other side is quiet, this applying especially to teas during his stay in London. While in England Mr. Halford made arrangements with some prominent English houses for his firm to represent them in Canada. Mason's O. K. Sauce, put up by Geo. Mason & Co., London, will in future be handled for all of Canada by Mr. Halford's firm. The agency for all of the Dominion was secured also for the Java teas of the Rowley, Davis Co. These people, whose headquarters are in London, own the famous Tijiliwoeng plantation, in Java. Their teas are very popular in the world's metropolis and will soon be introduced into Canada. Heretofore very few Java teas have been sold in this country. Another agency now in the hands of S. T. Nishimura & Co., is that of Lansberg & Co., London, very large handlers of green coffees. The interests of these concerns will be well looked after by Nishimura & Co.

ARE MOSTLY GERMANS' CAPITAL.

An interesting statement was made by the manager in New York of a tea company while in Toronto last week visiting the local office. He says that out of 90,000 accounts which the company have in New York, only 150 of these are in connection with English tradesmen. The remainder of the 9,000 are principally Germans. The tea trade in New York, he says, is almost entirely controlled by the Germans.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

Imported Cigars from Philippine Islands

Germinal {	Pikaninny, 1/20, \$37.50
	Damas, 1/20, 55.00
	2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in 1/4 and 1/2 lb. hands, packed in bales from 25 to 50 lbs. and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THINK IT OVER

BERLIN, Germany; Nome, Alaska; Ancon, Central America; Salisbury, South Africa; Daves, Switzerland; Ahwaz, Persian Gulf, Asia; Calcutta, India; Brisbane, Australia; Paris, France; Vienna, Austria; Bagdad, Turkey-in-Asia. These are some of the places from which subscriptions have recently come for Busy Man's. The magazine now goes into every country of the globe.

You naturally seek the reason for Busy Man's favor abroad. Simply due to it reproducing the most timely, interesting and entertaining article in the month's periodical press.

Think of how much more interesting Busy Man's should be to you, containing as it does in addition to the above the live original articles of interest to every Canadian.

Some idea of the richness of the February number can be gained from following list of contents:

Original Articles

A Canadian Millionaire Farmer
How Canada Protects Her Fisheries
Winnipeg's New Mayor
A Little Sermon on Ideals

System and Business

The Arrangement of a Private Office
Situation Snapping and Situation Choosing
The Business Manager of a King
Mapping Out a Career

Political and Commercial Affairs

The Finances of the Past Year

A Country Life Commission
The Law of Prosperity
Unemployment: A Difficult Problem
Boats Made of Concrete

Life Stories of Successful People

Men and Events in the Public Eye
Eliot the Inscrutable
The King as Guest
Thomas Cook—The Pioneer of Modern Travel

Short Stories

Saunders' Strategy

Rules and Regulations No. 17

Miscellaneous

Mainly About Ourselves
The Health Value of Laughing
The Truth About the Automobile
Mortality in Relation to Weight
The All-Concrete Dwelling
"Mr. Dooley" on a New Literary Light
The Busy Man's Book Shelf
Contents of February Magazines
Improvements in Office Devices
Humor in the Magazines

\$2.00 per year

20 Cents a Copy

The Busy Man's Magazine

Montreal

Toronto

Winnipeg

London, Eng

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

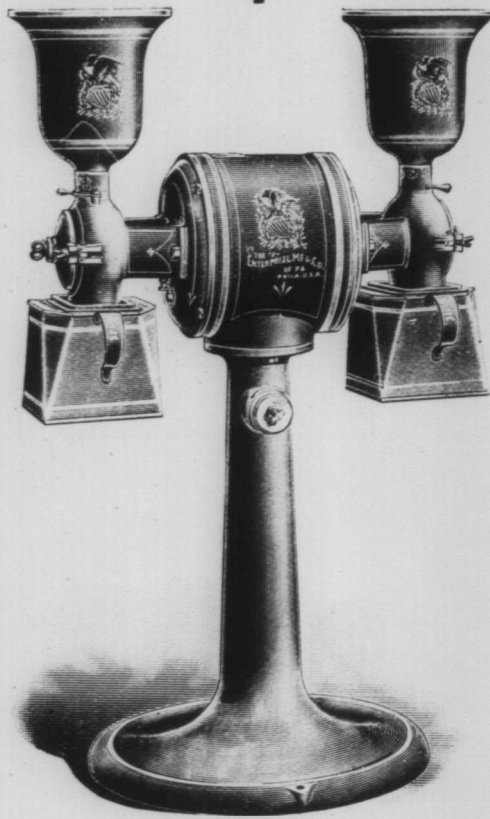
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Modern Store Fixtures**
Berlin, Ontario



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize $\frac{1}{2}$ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 438 Market Street, San Francisco

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HIGONE LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. (6)

WANTED—Traveller for wholesale fruit house, with \$5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for \$49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

FOR SALE.

FOR SALE—A general store in a live country town in western Ontario where a large and profitable business is being done. Ill health the only reason for selling. Will be sold on easy terms. Box 285, THE CANADIAN GROCER, Toronto. (p.5)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN GROCER, Toronto. (5)

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.tfd)

WORKING PARTNER WANTED—Young man with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto. (5)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an Al tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Position as traffic manager or claim correspondent for manufacturing concern, by railroad man of many years experience—now employed. Box 284, THE CANADIAN GROCER, Toronto. (5)

WANTED—Position as manager general store in good town on Canadian Northern Railway. Thoroughly experienced; capable of taking entire charge. Would entertain partnership or purchase. Apply Box 283, CANADIAN GROCER, Toronto. (p.5)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (6)

WANTED—Young man with office experience wishes to take part interest in growing concern. Manufacturers' agency preferred. Correspondence confidential. Now employed. Box 286, CANADIAN GROCER, Toronto. (5)

TRAVELER WANTED.

WANTED—Experienced tea traveler for prominent English tea house. Territory north and south Carolina and Tennessee. Good salary to good man. Address, W. H. Seyler, care THE CANADIAN GROCER.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1578. Art, good workmanship, business methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

AGENCIES WANTED.

HUNTER & STEVENSEN, Limited, confection merchants and importers, 146 Ingram St., Glasgow, are prepared to take up sole agency Scotland for Canadian manufacturer for goods suitable grocers or confectioners.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

Store Cleaning Time

The Christmas rush is over and grocers will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in THE CANADIAN GROCER and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell, or many have some thing you may require.

Do you want to buy a new desk? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of scales or scoops for sale?

Do you wish to sell some shelving or a refrigerator in order that you may replace them with new ones?

Have you a biscuit cabinet, a cheese cutter, a computing scale or cash register and all those fixtures which make your store look neat and enable you to give your customers quick service? If not some grocer may have just what you want.

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance)

- 2c. per word for 1st insertion.
- 1c. per word for subsequent insertion.
- 5c. additional each insertion when box number is required.

The Canadian Grocer

Write or phone our nearest office.

MONTREAL TORONTO WINNIPEG

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Grocer

Dian
1-lb. ti
1-lb. ti
1-lb. ti
Case
4-dos.
2-dos.
1-dos.
2-dos.
1-doz.
1-doz.

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QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.
W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	12-oz.	1 75
1-doz.	18-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
4 "	12 "	1 45
4 "	15 "	1 65
4 "	15 "	1 70
1 "	24-lb.	4 10
1 "	5 lb.	7 80
1 "	8 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
8 gal. Dime	\$ 95
1 lb.	1 40
6 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	23 35

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$ 95
1 lb.	1 33
6 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 30
5 lb.	21 65

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

T. KINNEAR & CO.

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

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb.	1
1-lb.	0 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Force, 36s.	\$1 50	Gusto, 36s.	\$1 85
Korn-Kinks, 33s.	1 45	H-O. oatmeal, 24,	3 10
Presto, 36s.	3 40	Buckwheat, 36s.	3 50
Pancake, 36s.	3 50	Orn st-rch, 36s	3 50
Tapioca, 36s.	2 85	Farina, 24s.	1 70
Hominy, 36s.	2 50		

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.

The King's Food, 2-doz. in case, per case, \$5.

White Swan Barley (Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.20.

White Swan Self-rising Pancake Flour, per doz., \$1.20.

THE GOWAN CO., LIMITED

Perfection, 1-lb., per doz.	2 40
" 1-lb.	1 30
" 1lb. size	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa cream and sugar, doz	2 35
Soluble, bulk, per lb.	0 18
"	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls. & ctns.

Unsweetened "Chocolate—

Plain Rock, 1-lb. cakes, 12-lb. boxes.	0 40
" 1-lb.	0 40

Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. \$0 38

Queen's Dessert, 6s, 12-lb. boxes, \$0 43

Vanilla, 1-lb., 12-lb. boxes per lb. \$0 35

Parisian 8s, 10. \$0 33

Royal Navy, 1/2, 1/4, 12-lb. boxes per lb. 0 33

Diamond, 7s, 12-lb. boxes, per lb. 0 24

" 8s " " " 0 25

" 8s " " " 0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" nonpareils, 5-lb. box	0 35
" 2s, 3-lb. boxes, lb.	0 28
" 2s, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 28
Milk sticks, box.	0 30
Milk cakes, 5c. size, box.	1 35

Agents, O. E. Oolson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BENSCHENDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	\$ 90
1/2 " " " " " "	2 40
1 " " " " " "	4 75
1 " " " " " "	9 00

JOHN P. MOTT & CO.'S

R. S. McInnes, Agent, Toronto.

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Joe E. Hurley, Winnipeg.

R. J. Bedington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.



Mott's breakfast cocoa, 10c size 90 per doz.

breakfast cocoa, 1/2	0 38
" 1/2	0 38
No. 1 chocolate, 1/2	0 32
Navy "	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes	0 47
6-lb. tins.	0 38
Soluble cocoa (hot or cold soda)	0 38
1-lb. tins.	0 34
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5c. per box.	3 00

COCONUT.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. "	0 28
1 and 1/2 lb. packages assorted	0 36
1 and 1/2 lb. "	0 37
1/2 lb. packages assorted in 5 lb. boxes	0 28
1 lb. "	0 29
1 lb. "	0 30
Bulk—	
In 15 lb. pails and 10, 25 and 50 lb. boxes.	
White Moss in 5 and 10 lb. square tins.	21c.

WHITE SWAN SPICES AND CEREALS LTD.

Featherstrip, pails.	0 16
Shredded.	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00 \$1 60
------------------------	---------------

"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 85

Reindeer brand per case (4 doz.) 5 75

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 25
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
ground	0 17
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30
--	-----------

JAMES TURNER & CO. Per lb.

Mexico	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Ladamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quart, 1 " " "	6 50
Imp.	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, 1-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins.	\$0 33
"Gilt Edge" in 2 lb. tins.	0 33
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz.	\$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	
Roquefort—	
Large size, doz. 2 40	
Small size, " 1 40	



MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons.	\$3 50 each
Small " " 50 " "	3 60 " "
Assorted, cases, 25 small, 12 large	3 55 " "
Net 30 days.	

Confections

THE GOWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03
500 books to 1000 books	03

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

EASYBRIGHT

4-oz. cans	\$ 0 98
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CO., LTD.

Vita's Pasteurized Extract of Beef, Per case.

Bottles 1-oz., case of 2 doz.	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	3 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	3 25

"Mephisto" and "Purity" Canned Lobsters.

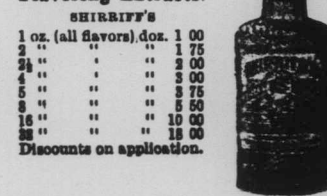
1 1/2 lbs.	\$4 40 4 00
" "	2 30 2 40
" "	1 40 1 10

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
12 " " " "	10 00
24 " " " "	15 00

Discounts on application.





LOSS AND GAINS. You may lose a friendly customer if you sell an inferior stove polish that cakes and streaks on the iron and stares the housekeeper in the face day in and day out, as long as it lasts. She thinks of the man who sold it every time she faces that wretched looking stove. But when you push **RISING SUN** Stove Polish in Cakes and **SUN PASTE** in Tins, you gain friendly customers among all those who learn through you for the first time what a really good stove polish is.

We believe we know what you will do—you will push the goods that gains friends for the storekeeper — that means ours.

MORSE BROS., Props. - Canton, Mass., U.S.A.

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new **LAUNDRY SOAP**

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

You Feed Your Animals Well

Are They Digesting Their Food?

Remember that it is not what an animal eats, but what he digests, that is of service.

MOLASSINE MEAL

given to horses will enable them to obtain the full amount of nutriment of their entire food.

Particulars and Prices from.

ANDREW WATSON

91 Youville Square - - MONTREAL



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

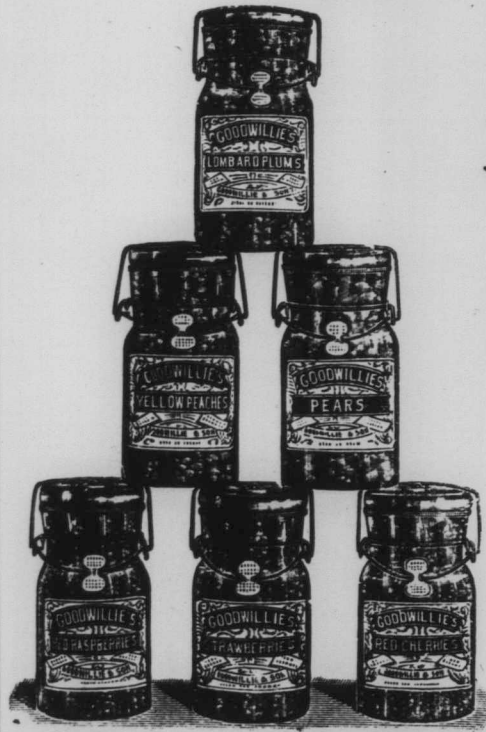
Bulk in 7-lb. Pails,
1/2 doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers.

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

Goodwillies' Fruits IN GLASS



Have
You
Tasted
Them
Yourself
?

If Not
Do So

Agents:

Rose
&
Lafamme
Limited

Montreal
and
Toronto

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

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

GOLDEN SLING SYRUP (IN TINS)

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

"THE BEST THERE IS"

Agents

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

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Jams and Jellies.

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$ 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case..... per lb. 07½
5 and 7-lb. tin pails, 5 and 9 pails in
crate..... per lb. 07
7 and 14-lb. wood pails..... per lb. 07
30-lb. wood pails..... 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per doz. 07½
7 and 14-lb. wood pails, 5 pails in crate
per lb. 07
30-lb. wood pails..... per lb. 06½
Pure Jams—1-lb. glass jars (16-oz.
gem) 2 doz. in case..... per doz. \$1 30

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.
Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 35
Five cases, or over..... 5 15



THE ROBERT GREIG
COMPANY.

White Swan, 15
flavors. 1 doz. in
handsome counter
carton, per doz., 90c.

List price

"Shirriff's" (all
flavors), per doz. 0 90
Discounts on ap-
plication.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces... \$0 10
4-bbls. ... 0 10
Tubs, 60 lbs. 0 10
20-lb. Pails. 2 20
20-lb. tins.. 2 10
Cases 3-lb.. 0 11
" 5-lb.. 0 10
" 10-lb.. 0 10

F.O.B. Montreal.

Ll orice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (86 or 60 sticks)... per box 1 25
" Ringed " 5-lb. boxes..... per lb. 0 40
" Acme " pails, 5-lb. cases... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cases..... per can 2 00
Licorice lozenges, 3-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....

Lye (Concentrated)

GILLET'S PERFUMED. Per case

1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 3 50
5 cases of more..... 3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case
per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 30
4-lb. tins, " " 4 85
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 2 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wetley's condensed, per gross net.. \$12 00
" per case of 3 doz. net..... 3 00



ST. CHARLES CO.
DENSING CO.

PRICES:

St. Charles Cream,
family size, per case
..... \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk.... 4.70
Good Luck.... 4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
F.D. 1-lb. jar..... per doz. 0 85
" 1-lb. tins..... per doz. 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts 12's..... \$ 5 75
" pta 24's..... 4 30
" 4-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Lafamme, Montreal and
Toronto
1-pint bottles, 3 & 5 doz., per doz. 0 90
" 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

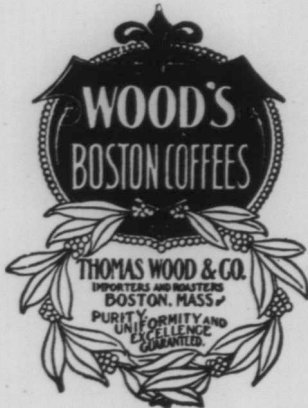
COW BRAND

DWIGHT'S
BAKING SODA
Case of 1-lb. contain-
ing 60 packages, per
box, \$3.00
Case of 1-lb. contain-
ing 120 pkgs. per
box, \$3.00
Case of 1-lb. and 1-lb.
containing 30 1-lb.
and 60 1-lb. pk. s, per
box \$3.00

Case of 50. pkgs. containing 96 pkgs. per
box, \$3.00

MAGIC BRAND Per cas
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
" 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases..... 2 75

SOME LIKE ONE, SOME ANOTHER



Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.
Majipo soap, colors per gross \$10 20
" " black " " 15 30
Oriole soap " " 10 30
Gloriola soap " " 12 00
Straw hat polish " " 12 30



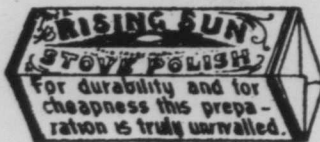
3 doz. to box..... \$3 45
6 doz. to box..... \$6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED
Laundry Starches— per lb
No. 1 White or blue, 4-lb. cartons 8
No. 1 " " 4-lb. " " 0 06
Canada laundry..... 0 08
Silver gloss, 6-lb. draw-lid boxes... 0 08
Silver gloss, 6-lb. tin canisters... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal... 0 08
Benson's satin, 1-lb. cartons..... 0 08
No. 1 white, bbls. and kegs..... 0 08
Canada White Gloss, 1-lb. pkgs... 0 06
Benson's caramel... per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corr.... 0 07
Canada Pure Corn..... 0 06
Rice Starch—
Edward's No. 1 white, 1-lb. car. 0 10
" " " " or blue, " " " " 0 04
4 lb. lumps..... 0 04
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 04
Finest Quality White Laundry—
4-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 72
Cases 75 lb. 0 72
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case... 0 08
6-lb. enameled tin canisters, 8 in case..... 0 08
Kegs, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 06
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case \$ 00

Stove Polish.

Rising Sun, 8-oz. cakes, 1-gross boxes \$4 50
Rising Sun, 4-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes... 10 00
Sun Paste 6c. size, 1-gross boxes.... 5 00



JAMES' DOME BLACK LEAD

Per gross
6a size..... \$2 40
2a "..... 2 50

NICKLE PLATE STOVE POLISH.

Pints..... 2 90
Quarts..... 5 40
1 gallons..... 5 10
Gallons..... 4 80
gallons..... 4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs. 0 03 per b.
Half-barrels, 350 lbs. 0 03 " "
Kegs, 150 lbs. 0 03 " "
2-gal. pails 25 lbs. 1 25 each
3 " " 34 lbs. 1 76 " "
Plain tins, with label— Per case
1 lb. tins, 2 doz. in case..... 2 40
5 " " " " " " " " 2 75
10 " " " " " " " " 2 65
20 " " " " " " " " 2 60
(5, 10 and 20 lb. tins have wire handles.)

Tea.



THE
"SALADA"
TEA CO.

Wholesale Retail
Brown Label, 1's and 1/2's \$0 25 \$0 30
Green Label, 1's and 1/2's 0 27 0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
Red Label, 1's and 1/2's 0 35 0 50
Red-Gold Label 1/2's 0 55 0 60



EMPIRE
PACKAGE
TEA

Ce's 30 and 50 lbs. each—
Black, Mixed, and Green
Ceylon.
25c..... 1s. 20c.; 1/2s. 21c.
30c..... 1s. and 1/2s. 23c.
40c..... 1s. and 1/2s. 28c.
50c..... 1s. and 1/2s. 35c.
75c..... 1s. and 1/2s. Vulcan, 50c.
100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St.
East,
Toronto.



Packed in air-tight tins only.
Blue label 1/2's and 1's 0 24 0 30
Orange " 1/2's and 1's 0 30 0 40
Pink " 1/2's and 1's, tins 0 35 0 50
Red " Dominion blend, 1/2's and 1's 0 44 0 60
Gold " Afternoon blend, 1/2's and 1's 0 50 0 70



Blue Label, 1's 0 20 0 25
Blue Label, 1/2's 0 21 0 30
Orange Label, 1's and 1/2's 0 23 0 40

Brown Label, 1's and 1/2's 0 28 0
Brown Label, 1/2's 0 30 0 40
Green Label, 1's and 1/2's 0 35 0 50
Red Label, 1/2's 0 40 0 60
LAPORTE, MARTIN & OIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



BLUE RIBBON
TEA CO., TORONTO

Wholesale Retail
Yellow Label, 1's 0 20 0 25
" " " " " " " " 0 21 0 25
Green Label, 1's and 1/2's 0 24 0 30
Blue Label, 1's and 1/2's 0 25 0 35
Red Label, 1's, 1/2's and 1/4's 0 30 0 40
White Label, 1's, 1/2's and 1/4's 0 35 0 50
Gold Label, 1's and 1/2's 0 45 0 60
Purple Label, 1's and 1/2's 0 55 0 80
Embossed, 1/2's and 1/4's 0 07 1 00



Wholesale Retail
Pink Label 1's and 1/2's 30c. 40c.
Gold Label 1's and 1/2's 35c. 50c.
Lavender Label 1's and 1/2's 42c. 60c.
Green Label 1's and 1/2's 50c. 75c.
Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins 3's 35c. 1.05 50c. 1.50
Gold Tins 1's 36c. each 60c. each
Gold Label, 1's 18c ea. 36 lb. 25c ea. 70 lb.
Red Tins, 1's 35c ea. 70 lb. 50c ea. 100 lb.
Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 100 lb.



MELAGAMA
TEA.

MINTO BROS.,
55 Front St. East

Wholesale Retail
Black, green, mixed, 1/2's 0 70 1 00
" " " " " " " " 0 55 0 80
" " " " " " " " 0 44 0 60
" " " " " " " " 0 40 0 60
" " " " " " " " 0 38 0 50
" " " " " " " " 0 35 0 50
" " " " " " " " 0 30 0 40
" " " " " " " " 0 32 0 40
" " " " " " " " 0 25 0 30
" " " " " " " " 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c \$0 20
" " " " " " " " 0 21
Blue Label, retail at 30c 0 23
Green Label, " " " " " " " " 0 30
Red Label, " " " " " " " " 0 35

Orange Label, " " " " " " " " 0 42
Gold Label, " " " " " " " " 55
RIDGEWAY.

London, Vancouver Winnipeg and Ceylon.



Wholesale. Retail.
Capital Household, 1's and 1/2's 0 40 0 50
Old Count y, 1's and 1/2's 0 35 0 50
50 count, 1's and 1/2's 0 42 0 60
H. M. B., 1's and 1/2's 0 75 1 00
Ridgeway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS
WOOD & CO.
Montreal and
Boston

Wholesale reta
Wood's Primrose, per lb. 0 40 0 60
" Golden Rod 0 35 0 50
" Fleur-de-Lis 0 30 0 40
Pack in 1/2-lb tins. All grades—either black, green or mixed.

Tobacco.

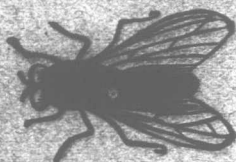
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.
Chewing—Black Watch 5s 16
Black Watch 11s 38
Bobs 5s and 10s 38
Bully 6s 44
Currency 5 1/2s. and 10s 38
Stag 5s 38
Oil For 12s 44
Pay Roll Bars 7 1/2s 55
Plug making—Shamrock 6s., plug or bar 45
Rosebud Bars 6s. 36
Empire's, and 10s. 36
Amber 8s. and 3s. 10
Ivy 7s 10
Starlight 7s 10
Cut Smoking—Great West Pouches, 7s. 51
JOS. COTE, QUEBEC.

Cigars
St. Louis (union), 1-20 \$33 00
St. Louis, 1-40 35 00
St. Louis, 1-100 35 00
Champlain, 1-20 35 00
Champlain 1-40 35 00
El Sergeant, 1-20 65 00
El Sergeant, 1-40 55 00
El Sergeant, 1-100 55 00
Cut tobacco.
Petit Havana, 1, 1-12-1-6 0 40
Quemel, 1-4, 1-3 0 65
" " " " " " " " 0 68
Cote's Choice Mixture, 1-lb tins 0 75
" " " " " " " " 0 70
" " " " " " " " 0 00

Veterinary Remedies.

W. F. YOUNG
Absorbine, per dos. \$18 00
Absorbine Jr., per dosen 9 00
Yeast.
Royal yeast, 3 doz. 5 cent. pkgs \$1 10
Gillett's cream yeast, 3 doz. in case .. 1 10

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, ONTARIO



Package Soda

Since the introduction by us of

"Cow Brand" Baking Soda

to the housekeepers of Canada there has been a much larger sale of baking soda by grocers. The absolute purity, the convenience of the package and the uniformity in quality and strength of

"Cow Brand" Baking Soda

has made it one of the most profitable lines for the dealer—no waste, no loss of time in selling.

Order "Cow Brand" from your jobber.

CHURCH & DWIGHT
Manufacturers
MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to any one interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK
HALIFAX

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, Ed. and in Gunster
"WELLINGTON" KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Works, London, England
Agents:
JOHN FORMAN, 644 Craig Street MONTREAL

For best values in
CURRENTS

Get quotations on fruit exported by
J. Caramandani & Co.
Patras, Greece
Cleaners and Exporters, Est. 1878
Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

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... 0 42
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nd Ceylon.

0 60
0 75
Blend in stock
at all our branches in Canada.

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& CO.
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0 50
0 40

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CANADA,
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78 51

\$33 00
35 00
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36 00
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\$18 00
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1 10

VERRET, STEWART & CO.
LIMITED

IMPORTERS OF
AND
Wholesale Dealers
IN

SALT

MONTREAL

Packed Where Grown

Laurel Strawberries, 2's

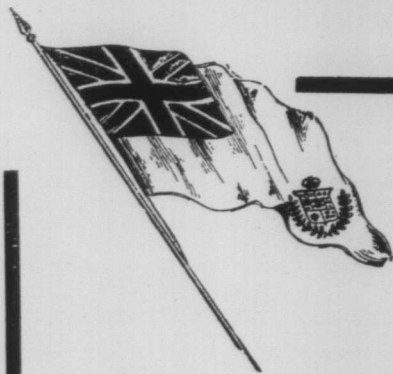
Heavy Syrup

**If you need Strawberries
we know we can interest you**

Write Us.

J. H. WETHEY, LIMITED

ST. CATHARINES



Empire Brand

CALL UP

2847

2848

899

1258

FREE PHONES

USE THEM

Why do our

EMPIRE BRAND TEAS

sell so well ?

Ask our travellers or write us. We can convince you.

IMPERIAL VINEGAR

Do you handle it ?

If not you should. We can give you good reasons why it would pay you to buy it. Ask our travellers or write us.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton,

Ontario

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