

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 15, 1907.

NO. 7.



## Robinson's Patent Barley

is as freely ordered in many homes as sugar or tea. It is a food for young and old—and especially for children.

If you have never handled it write us for sample package and prices. You will sell it.

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

## "CROWN" BRAND TABLE SYRUP

Nothing made from corn is so satisfying in every respect as

**"Crown" Brand Table Syrup**

Rich, delicious flavor, fine color, genuine syrup consistency,  
and withal healthful and nourishing

For sale by all jobbers

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.

35 Front St. East  
TORONTO, Ont.

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

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 68



# C. E. COLSON & SON

10 St. John St., Montreal, Que.

Agents for Quebec, Ontario and the Northwest

Gaulthorwer  
 Mixed  
 Chow Chow  
 Girkins  
 Walnuts  
 Onions  
 Red cabbage  
 Plocailli



## C. & B. PICKLES

Corked 1/2 pint, pint and quart,  
 Dotation lever stoppered 1/2 pint and  
 pint.



Cherry  
 Strawberry  
 Apricot  
 Red Currant  
 Gooseberry  
 Plum and Apple, Apple  
 Pineapple Raspberry  
 Peach  
 Black Currant  
 Damson  
 Raspberry and Currant  
 Greengage  
 Blackberry  
 Plum  
 Household  
 Apple and Lemon

## C. & B. JAMS

1, 2, 4 and 7 lb. tins,  
 1 and 2 lb. vacuum glass jars.

London, Eng.

# GROSSE & BLACKWELL, LTD.



# Standard Fish Specialties

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee our Fish to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

## QUALITY TELLS

### "THISTLE" Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the  
**CHEAPEST**  
but always  
**BEST**

Every tin of  
"Thistle" Fish  
contains 16 oz.  
eatable fish,  
oholest quality

One tin of  
"Thistle" Haddies  
contains more  
eatable fish  
than an ordinary  
cured Haddock

### Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.

You can get "Thistle" Fish from all first-class houses.

# The Thistle Canning & Curing Co.

DIGBY NECK, NOVA SCOTIA.

Sole Selling Agents: *Arthur P. Tippet & Co.*





# 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.

HALIFAX, N.S.

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

MOOSE JAW.

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

MONTREAL.

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers Agent  
and Jobber,  
1453 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

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

REGINA.

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

**HONEYMAN, HAULTAIN  
& CO.**  
STORAGE AND TRANSFER  
Manufacturers' Agents and Wholesale  
Commission Merchants  
REGINA, SASK.

TORONTO.

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

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

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

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

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

**FISH**  
Agents for Leonard Bros.  
St. John, N.B.  
Now in stock "PURE COD" also  
"GEM OF THE SEA," one  
and two lb. blocks.  
**W. H. MILLMAN & SONS**  
Brokers  
TORONTO

TORONTO.

**ACADIA SUGARS**  
XXX Granulated  
No. 1 Yellow  
Guaranteed absolutely Pure Cane  
product.  
  
**Anderson, Powis & Co.**  
Toronto Agents

WINNIPEG.

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

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

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

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

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

(Continued on page 4)



# HEADQUARTERS FOR LENTEN FISH

HERRINGS, SCALED

DRIED FISH

LABRADOR, brls. and  $\frac{1}{2}$  brls. IMPERIAL BONELESS

QUAIL ON TOAST

Our prices are right.  
Send us your order.

PURE COD, lb. blocks

SKINLESS COD 50 and 100 lb. c/s.

MAPLE SYRUP Now's the time you'll sell it.

Our "ANCHOR" brand we guarantee will give satisfaction.

For a cheaper line try our "SEMPER IDEM"—brand

We have an exceptionally fine line—BULK in brls. and  $\frac{1}{2}$  brls.

## EXCEPTIONAL VALUE IN JAPAN TEA—

We have just received two new lines to sell at

Which cannot be beaten—

Drop a line for samples and quotations **25c. lb.**

## WE ARE MAKING A DRIVE IN CATSUP—

Pints and quarts bottled and 2 lb. tins—

Special quotations on 10 case lots, freight paid to your station.

Anything you want in

We have a carload each of

# PRUNES

"HARVEST"

"MAYWOOD" and

"WEBBFOOT" brands

All sizes—30/40—90/100

25 and 50 lb. boxes—

We can save you money

Anything you want in a hurry drop us a line, or phone.

—QUICK SHIPMENTS GUARANTEED—

# The EBY, BLAIN CO., Limited

Wholesale Grocers

# TORONTO



THE CANADIAN GROCER

Manufacturers' Agents—Continued.

**H. W. MITCHELL**  
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.

Wholesale Brokers and Storage  
Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO.** BROKERS AND COM-  
MISSION MERCHANTS

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

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

**SHALLCROSS, MACAULAY & CO.**  
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL  
" " " " "DAN" INCANDESCENT LAMPS—COAL OIL

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

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



This design a guarantee of quality.

**CANADA PAPER CO., LIMITED,**  
"Headquarters for high grade Fibre and Manilla Papers"  
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

BARBADOES, W. I.

**JONES & SWAN**

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESSWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C.,  
Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New  
York; L. G. Crosby, St. John, N.H.; Mitchell & White-  
head, Quebec; Rose & Lafamme, Montreal; Geo.  
Mussion & Co., Toronto; J. C. LeQueune, Paspheiac.

VANCOUVER.

**C. E. JARVIS & CO.**

Manufacturers' Agents  
Wholesale Only

Flack Block, Vancouver



More Profit and Better Satisfaction  
for your customers than any other  
starch.

Write for prices and sample package

**CHINESE STARCH**  
OCEAN MILLS, MONTREAL

The Nibble  
of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

**ALLISON COUPON CO.,**

Manufacturers  
Indianapolis, Indiana.



Place your orders **NOW** for spring shipment of Jams, Jellies, Marmalades, Catsups, Etc.

1st. To ensure early shipment.

2nd. To secure your requirements before any possible advance in prices. Jam Stocks are very low, and some varieties are even now exhausted.

Aylmer and Simcoe Jams, Jellies and Marmalades are the most popular goods on the market, because they are the **BEST.**

The sales of these Jams in 1906 were nearly twice as great as in 1905, and four times as great as in 1904. **QUALITY DID IT.**

Ask your wholesaler for Aylmer Pure Fruit Preserves. They are equal to the best imported.

## **CATSUPS**

Aylmer and Delhi Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

**Quality Did It.**

CANADIAN CANNERS,  
LIMITED



*A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada :*

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as the mere cost of growing it; and buying fruit at this price naturally we can afford to use more of it.
2. Our plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.
3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.
4. Having the turnover, we are able to purchase our packages at the very lowest price.
5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.
6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will also see that it will be to your advantage, and that of your customers, to place your Jam business with us.

**We quote Standard Brand Jam  
in 7-lb., 14-lb. and 30-lb. Palls, 6c. F.O.B.**

**The OZO CO., Limited**  
**MONTREAL**



For the first six weeks of 1907 over the corresponding six weeks of 1906, the "SALADA" business has increased 20.10 per cent., all branches combined, and then when you consider our increase for the past fourteen years you must surely be convinced of the superior merit in

# "SALADA"

We had 123 per cent. increase in 1893 over 1892  
 We had 145 per cent. increase in 1894 over 1893  
 We had 115 per cent. increase in 1895 over 1894  
 We had 85 per cent. increase in 1896 over 1895  
 We had 86 per cent. increase in 1897 over 1896  
 We had 39 per cent. increase in 1898 over 1897  
 We had 34 per cent. increase in 1899 over 1898  
 We had 18 per cent. increase in 1900 over 1899  
 We had 15 per cent. increase in 1901 over 1900  
 We had 11 per cent. increase in 1902 over 1901  
 We had 25½ per cent. increase in 1903 over 1902  
 We had 12 per cent. increase in 1904 over 1903  
 We had 18 per cent. increase in 1905 over 1904  
 We had 23 per cent. increase in 1906 over 1905

Our 23 per cent. increase in 1906 over 1905 amounted to more pounds of "SALADA" Tea than our total output was in the years 1892, 1893, 1894, 1895 and 1896 combined.

THE SALADA TEA CO., TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



## The People's Taste

Shrewd Grocers have built up paying trades by studying the taste of the people. Nearly all grocers know that

### Nicholson's Mince Meat

is a popular favorite

We also recommend

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

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





**National Licorice Co.**  
Brooklyn, N Y.

Toronto Depot, 120 Church Street,  
R. S. McINDOE, Agent.  
Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

**Begin the New Year Wisely**

by stocking up with the famous

**"Gingerbread"**

**Molasses**

Put up solely by

**Dominion Molasses Co.,**  
LIMITED

Halifax, - Nova Scotia

Agents

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

**Valencia Raisins**

Next Time You  
Order, Ask for

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

**"W. Abel"** Standard  
Quality

4 Cr. Layers  
Selected  
Fine Off-Stalk

Packed by  
Mahiques, Domenech & Co.

Canadian Agents :  
Rose & Laflamme  
Montreal and Toronto

**All Grocers  
Selling  
"Klaus"  
Improved Swiss Milk  
Chocolate**

find that they are working up a  
profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents :  
**ROSE & LAFLAMME**  
Montreal and Toronto



# “O.K.”

REGISTERED

## England's Foremost Fruit Sauce

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

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

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

### \$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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



THE CANADIAN GROCER

# PRUNES

LARGE SIZES IN 10-lb. AND 25-lb. BOXES.

THE DAVIDSON & HAY, LIMITED  
Wholesale Grocers, TORONTO

## Your Best Advertisement

is to sell good Coffees. For  
the best results sell the best —  
CHASE & SANBORN'S High  
Grade Brands.

**Chase & Sanborn,**  
The Importers, Montreal



## Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful  
planting about your home will be a joy forever. The  
sooner it is done the sooner it will gratify you.

*Our plans are reasonable, our prices right. Ask for them.*

**BROWN BROS. COMPANY, LIMITED**

NURSERYMEN

**BROWN'S NURSERIES P.O., ONT.**





**JOHN TAYLOR & COMPANY**  
TORONTO



# TAYLOR'S BEST BORAX SOAP

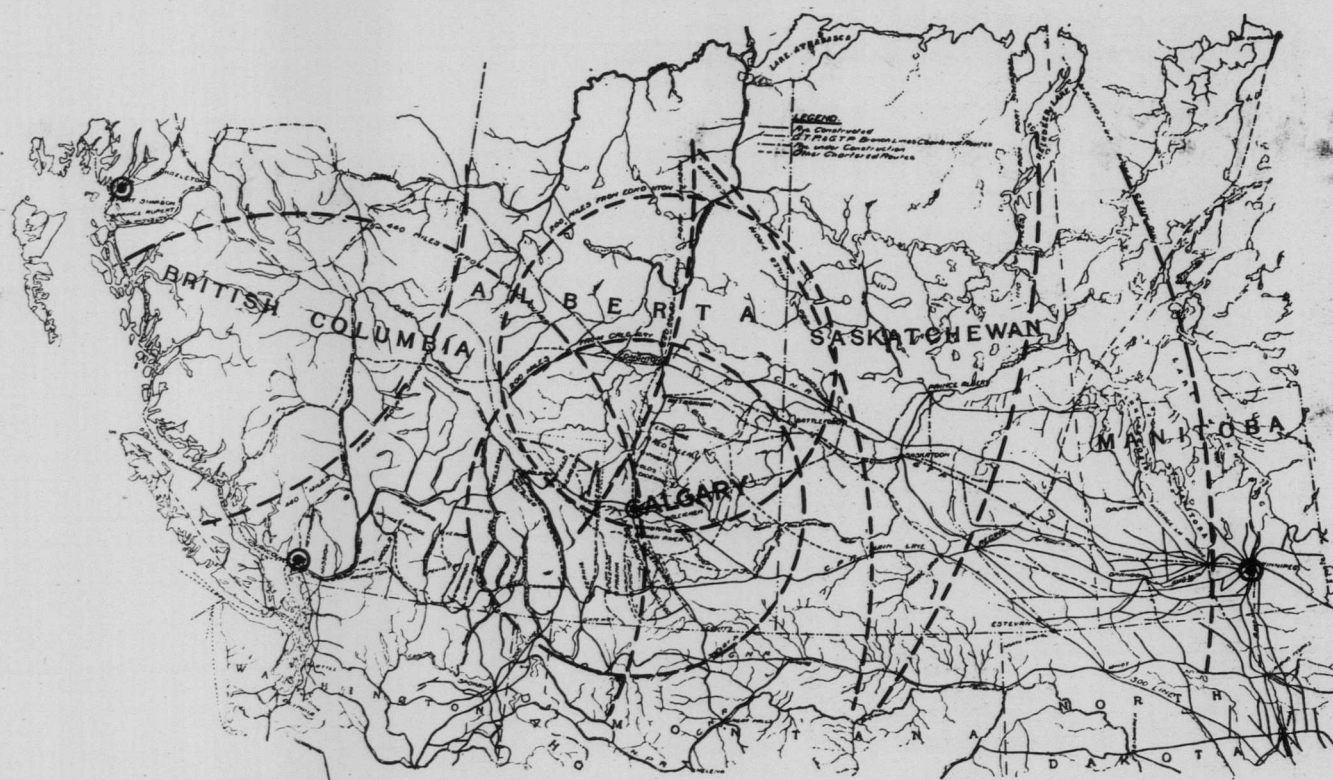
You will make a **GOOD PROFIT** at the price we will quote  
you and **PLEASE EVERY CUSTOMER** because it

**SOFTENS WATER**

**WASHES EASIER**

THE CANADIAN GROCER





# CALGARY, ALBERTA

**CALGARY'S AIM**  
IS TO HAVE A POPULATION OF

**100,000**

IN TEN YEARS

## **DOES THIS INTEREST YOU, MR. MANUFACTURER ?**

**Do you want** a share of the immense volume of business to be had from a city of this size?

*If so, now is the time to place your account in reliable hands.*

**Calgary** to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan and Eastern British Columbia.*

**Do not Delay. Write us Now.** Start the new year of 1907 *Right*, by allowing us to represent you in this *Great West*. We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

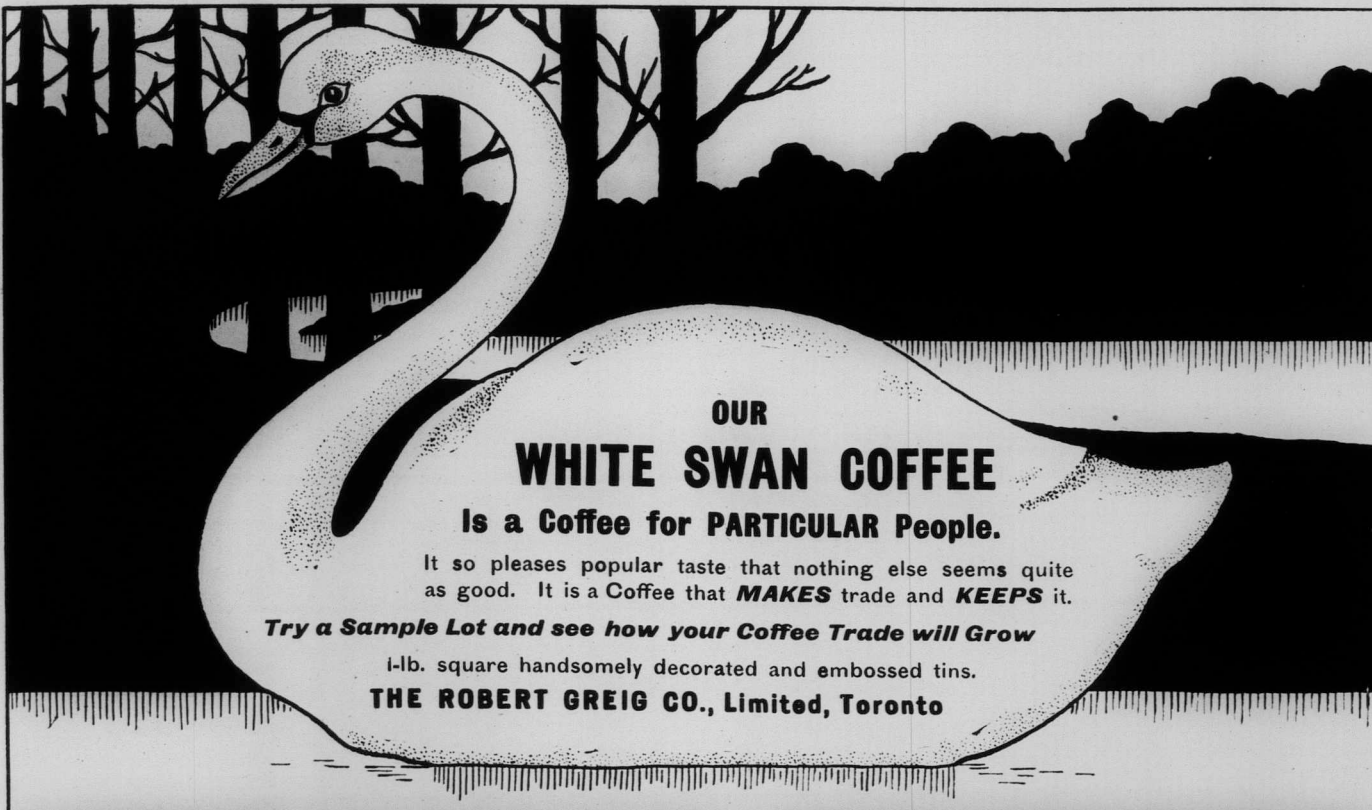
We will distribute and store cars of merchandise of almost any description. Write us for our rates.

### **NICHOLSON & BAIN**

**Wholesale Commission Merchants and Brokers**  
**CALGARY, ALTA.**

Head Office  
**WINNIPEG**





**OUR  
WHITE SWAN COFFEE**

**Is a Coffee for PARTICULAR People.**

It so pleases popular taste that nothing else seems quite as good. It is a Coffee that **MAKES** trade and **KEEPS** it.

*Try a Sample Lot and see how your Coffee Trade will Grow*

1-lb. square handsomely decorated and embossed tins.

**THE ROBERT GREIG CO., Limited, Toronto**

**GREIG'S White Swan BRAND** 

## DON'T SELL STARCH

Some grocers would better stop selling starch. Just as a good starch builds up a paying trade, an inferior starch pulls it down. Feature

## IVORINE

and end all your starch troubles. IVORINE is the particular housewife's best friend, and the shrewd grocer declares Ivorine is his strongest ally.

Now is a good time to express that test order.

**ST. LAWRENCE STARCH CO.**

LIMITED  
PORT CREDIT, ONT.

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF



## Symington's "Edinburgh" Coffee Essence

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

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

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

**Thos. Symington & Co.**

**EDINBURGH**

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



# PRUNES

40 / 50 PRUNES }  
50 / 60 PRUNES } 10 LB. BOXES.

## Thomas Kinnear & Co.

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

### Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

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

### D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

#### BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBERs

3/4-lb. tins—3 doz. in case.

—BUY—

#### Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



**Manufacturers !**



**Attention !**

Are you **successfully represented** in

**BRITISH COLUMBIA?**

If not, **write** to the **up-to-date Brokers**

**The Standard Brokerage Co.**  
**VANCOUVER, B.C.** Limited

If you have **GOOD GOODS** we can **SELL** them! **WHY? BECAUSE** we are in **close touch** with both **Wholesale** and **Retail** trades.

Our travellers call on every merchant in British Columbia.

**We** can **get** the **business**. Our policy is not **get it anyway**, but get it by **energy, close attention and strictly businesslike** methods.

**We** recognize that as representatives we are not only expected to sell goods but to **protect** the **Manufacturers' Interests**.

The future of **British Columbia** is assured. The future of **Your Business** is assured, if you are represented by

**The Standard Brokerage Co.,** Limited  
**VANCOUVER, B.C.**

**ARTHUR NELSON,** - *Managing Director*

**WRITE US TO-DAY**

**TRACK WAREHOUSE**



# Diamond E. Blend Coffee

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

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

## S. H. EWING & SONS, MONTREAL

Ready ?

There's going to be a big demand for

**'CAMP'**  
COFFEE

Customers everywhere—yours among the rest are determined to try it. Once they have tried it, they will be even more determined to use it regularly. "CAMP" Coffee is the safest stock you can buy—never deteriorates in price or quality ; never wastes—always does credit to the seller, and gives full satisfaction to the buyer. Is your stock of "CAMP" Coffee READY ?

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW.

Agents :  
ROSE & LAFLAMME,  
MONTREAL.



If you want to sell a profitable line during Lent secure a trial case of

### Alibert Sardines

They are sure sellers and sell often after the first sale.

Shipment of 500 cases due end of the month.

Order early and be certain of obtaining a supply.

FOR FURTHER INFORMATION

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

## BUY WISELY

USE DISCRETION AND PURCHASE ONLY GOODS THAT SELL  
DON'T HAVE DEAD STOCK

**"MELAGAMA"**

MOTHER'S FAVORITE TEA

MAKES PLEASED CUSTOMERS

For Price List see back of this issue.

Our prices on Bulk Teas will interest you. Write for samples and quotations.

**MINTO BROS., Packers, Importers and Blenders, TORONTO**



## HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retail at 50cts. Send for samples or trial package of 50 lbs. We are agents for Canada. Guarantee to sell.

**Tartan**  
**BRAND**

SIGN OF PURITY

## LENT—A Full Assortment of Fish SPECIALS

Brls.—Duff's Selected Labrador  
Hf.-Brls.—Sea Trout

Hf.-Brls.—Labrador Salmon  
Hf.-Brls.—Mackerel

100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

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



**GILLETT'S LYE**  
has many uses.

It makes soap, it cleans baths, sinks, dishes, pans, cans, refrigerators and everything about the home.

The Grocer who knows the uses of

**GILLETT'S LYE**

knows the great demand there is for an all 'round good cleaner.



Gillett's Chemical Works, Established 1852.



Select any of our well-known pickles or relishes and you need not fear the verdict of your customers.

**“Sterling”**  
Brand  
**Pickles**

stand peerless and supreme, the favorite of the trade and public.

Made in Canada by

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

TORONTO, CANADA



## Medium Scaled Herrings

At bargain day prices for a quantity—strictly superior quality, also a complete line of all seasonable fish.

**Labrador Herrings**, brls. and hf.-brls.

**Mackerel**, hf.-brls. and pails.

**Boneless Fish—Cod**, in 1 and 2 lb. bricks, etc., etc.

---

---

## W. H. GILLARD & CO.

*Wholesale Grocers*

HAMILTON

Branch House—Sault Ste. Marie

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

You can't give satisfaction to a man by giving him glass or a pebble when he wants a **Diamond.**

Neither can you suit a man with an imitation tea when he wants **Japan Tea.** You can't imitate the diamond neither can you sell any other tea for **Japan Tea.**

**Sell the genuine Japan Tea.**



# KEEN BUYERS

That's what we are after now. We like to be on the hustle all the time, and as these are not the rush days, we want to see if we can't keep as busy as usual by offering you some decided bargains which you should take advantage of.

	<i>Per doz.</i>		<i>Per doz.</i>
<b>Tomatoes</b> , Riverdale, 3s -	<b>1 15</b>	<b>Catsup</b> , Riverdale, 2s -	<b>\$0 75</b>
		Belleville, 12-oz. bottles,	<b>90</b>
<b>Corn</b> , Alvinston, 2s -	<b>82½</b>	<b>Peaches</b> , Puritan Yellow, 2s -	<b>1 80</b>
Navy, 2s -	<b>82½</b>	Puritan Yellow, 3s -	<b>2 65</b>
Riverdale, 2s -	<b>82½</b>	<b>Pears</b> , Puritan, 2s -	<b>1 70</b>
Farmers, 2s -	<b>82½</b>	<b>Gallon Apples</b> , London -	<b>2 25</b>
<b>Beans</b> , Riverdale Midgets, 2s -	<b>90</b>	<b>Strawberries</b> , Old Mill, 2s	<b>2 00</b>
Riverdale Wax, 2s -	<b>82½</b>	<b>Pineapples</b> , Singapore Sliced,	
<b>Peas</b> , Belleville Quinte Garden, 2s,	<b>85</b>	1½ -	<b>1 35</b>
Belleville Sweet Wrinkle, 2s,	<b>90</b>	<b>Pineapples</b> , Singapore Whole,	
		2½ -	<b>2 05</b>

<b>Rolled Oats</b> , Challenge brand (our own), per bag, 90 lbs. -	<b>\$2 05</b>
Woodstock, per bag, 90 lbs. -	<b>2 00</b>

The latter for shipment in 10 days. We guarantee quality of both these.

<b>Rice</b> , Rangoon, for April delivery, per lb. -	<b>3<sup>05</sup>c.</b>
--	-------------------------

Quality of this is something special and much handsomer than Montreal B Rice

Fancy Java, for prompt shipment

100-lb. bags -	<b>5½c.</b>
----------------	-------------

224-lb. bags -	<b>5¾c.</b>
----------------	-------------

**Tea.** If you haven't handled our **Maybell** yet you should do so now. It's a trade-bringer and just the kind of tea your customers will come back and ask for. Quality always the same.

WE HANDLE EVERYTHING IN GROCERIES

## Canada Brokerage Co., Ltd.

Phones—Main 870, Main 2282

9 FRONT STREET EAST

TORONTO



## TO THE EASTERN RETAIL GROCER

DEAR SIRS,—

Have you thought of the magnificent opportunities there are all over **Alberta** for the hard working and energetic Grocer? New Railways, new Country being opened up, new Towns, new chances of success everywhere; these chances are offered to every man who comes out here **NOW** and grows up with the country.

During the last three years we have located in business in different parts of **Alberta** a large number of Eastern Grocers, who are now sharing in the big prosperity of "The Last Great West"—and, with practically no exceptions, they are all enthusiastic and thoroughly satisfied, their success having been away beyond their expectations.

If you have any thought of going into the grocery business in the West, then don't let these golden chances slip away. **Now is the time**, write us (giving particulars) and we will with pleasure give you all information and assist you in every way. Yours truly,

### L. T. Mewburn & Co., Limited

Wholesale Grocers and Importers

CALGARY,

::

ALBERTA



## "THE FAIRBANK PLAN" LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

**Gold Dust Washing Powder**  
**Fairy Soap, Copco Soap**  
**Fairbank's Glycerine-Tar Soap**  
**Fairbank's Scouring Soap**  
**Fairbank's Sanitary Soap**

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

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



# Triangle Canned Fruits and Vegetables

- ¶ The home-made Canned Fruits and Vegetables are getting low, which will result in a demand for all lines of Canned Fruits and Vegetables; in these, many lines are being rapidly cleaned out.
- ¶ Before it is TOO LATE, look over your stock and let us have your requirements.
- ¶ Triangle Fruits and Vegetables are the highest production of the Cannery's art.

**James Turner & Co., Limited, Hamilton, Ont.**

## **CIRAGE JACQUOT CANADIAN AGENCY**

We are now open to receive importation orders for the Famous French Boot Blacking

### **CIRCAE JACQUOT**

the best known on earth.

Write or Phone for Quotations

## **LEFORT IMPORTING CO. LIMITED**

No. 56 St. Francois Xavier St.  
**MONTREAL**

Telephone Main 76

## **FISH FOR LENTEN TRADE**

A full assortment, Pickled, Dried and Canned Fish—

**Only a few No. 1 Trout left**

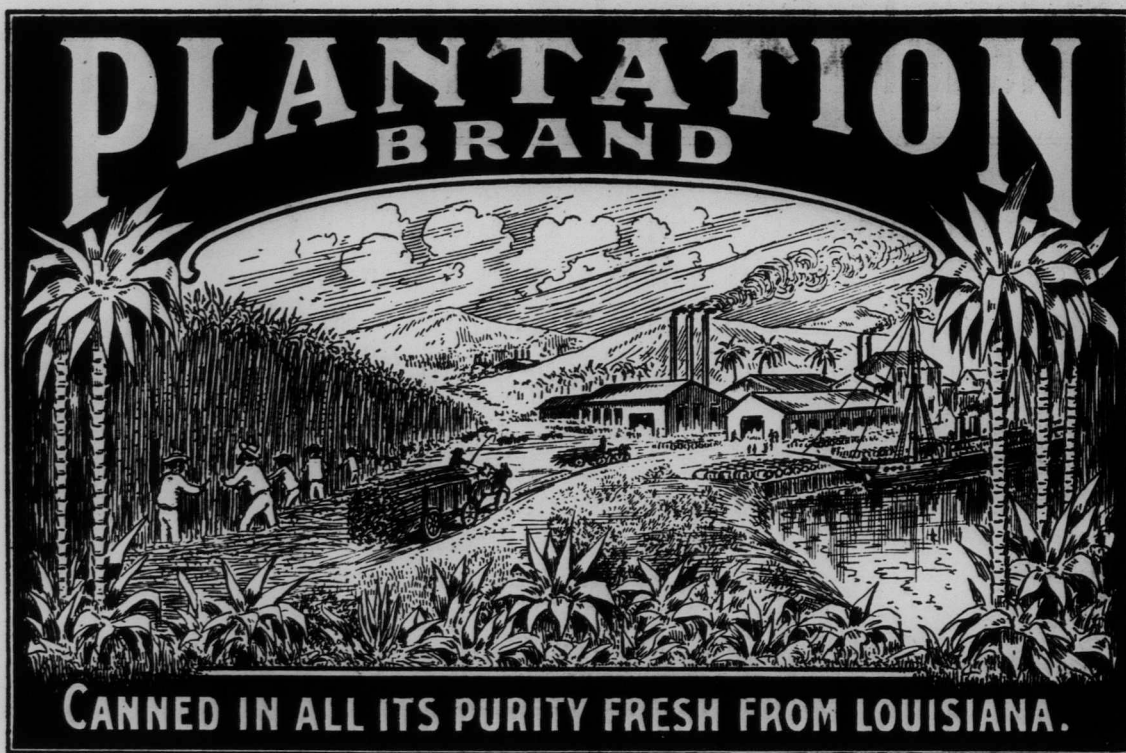
All lines are clearing rapidly.

## **WARREN BROS. & CO. LIMITED**

Wholesale Grocers

**Toronto**





## NEW ORLEANS MOLASSES

Why handle Black Strap and inferior grades of mixed so-called New Orleans Molasses when you can get the genuine at the same price? Ask your jobber for **PLANTATION BRAND.**

**Diamond Brand Maple Syrup**  
**Twin Block Pure Maple Sugar**  
**Maple Cream Hearts**  
**Pure Fruit Marmalade and Jams**

---

**SUGARS LIMITED, - MONTREAL**



# Bon Ami

**The Finest Cleaner Made**

cleans and polishes by *dissolving* the dirt or tarnish and not by "scouring off" and "wearing out" the object cleaned.

**A Scouring Soap**  
**A Metal Polish**  
**A Glass Cleaner**

**UNIQUE IN ITS CLASS**

---

**SALES INCREASING IN GIANT STRIDES**

---

To be had from nearly every Wholesaler in the Drug, Hardware and Grocery Trades of Canada, from Halifax to Vancouver

**———— CASES OF 3 DOZEN ————**

\$1.19 per dozen.

or

\$14.28 per gross

F.O.B. WHOLESALERS' SHIPPING POINTS.

Lots of 5 gross

\$13.40 per gross

DELIVERED TO ANY RAILWAY STATION FROM HALIFAX TO VANCOUVER.

**TERMS—NET, 30 DAYS**

---

---

**HUDON, HEBERT & CO.**  
**Montreal** **LIMITED**

**SOLE AGENTS IN CANADA**

**THE MOST LIBERALLY MANAGED FIRM IN CANADA**



# Some Present Trade Requirements

**Tight Money for a Time—Law of Averages Calls for Lean Years—Corruption Follows Paternalism—Iron Bonuses Unfair to Ontario—Relations With the Mother Country Should be Undisturbed—Railway Commission has Raised Freight Rates—Should Have More Export Help.**

By Peleg Howland, Retiring President of The Toronto Board of Trade.

The large increase in deposits in the chartered banks would indicate that the people of Canada generally are thrifty and saving, notwithstanding the extraordinary inducements offered for speculation in mining and other enterprises. All these deposits, however, find ready employment in the expansion of business as shown by the increase in current loans. The difficulty among bankers now would seem to be to keep their reserves in safe proportion to their liabilities and find means for the constantly-increasing demands of their customers; in consequence a period of dear money is probable for at least some time to come, with the possibility of curtailment in a degree of the prevailing activity.

While the railway construction going on not only in the new provinces but in the older portions of the Dominion and the constantly-increasing immigration must help towards continued prosperity, it must be remembered that we have had a series of unusually good crops, upon which we are largely dependant, and that the law of average would lead to the expectation of lean years; that the prices of nearly all commodities, including labor, are dangerously near the point of inflation; that our national expenditure is becoming extraordinarily large with immediate prospects of increase; that we are a debtor nation, and that the drain upon us for interest on our foreign borrowings, national, provincial, municipal and private, must be very heavy. It would not, therefore, seem out of place to echo the note of warning already given out by financial men and urge reasonable caution.

The United States have during the past few years been experiencing a prosperity perhaps proportionately greater than our own; they have had, however in the process of developing their almost limitless resources, periods of extreme depression. These in the past used to precede ours almost a year; whether that will continue to be the case cannot be foretold. It would be well, though, to keep a careful watch upon the conditions there for any sign of change.

## Too Much Reliance on Law.

Comment is timely on the deplorable revelations made during the past year by the investigations into some of our commercial, financial, insurance and political affairs. While doubtless periods of prosperity and speculation must have accompanying evils of this kind, the conclusion cannot be avoided that they are also fostered by paternalism, whether taking the form of protection by customs duties, by bonuses, national or other, or of sumptuary laws that tend to make the individual lean on government help for his rate of wages, his profits or for the safety of his investments, to the weakening of the sturdy independence, self-reliance and toughness of fibre which is of such essential im-

portance. The lesson taught in my opinion, is against any attempt to effect a cure by further adding to the criminal code, increasing the list of restrictions or by making government still more responsible.

## Opposed to Government Bonuses.

I am strongly opposed to government bonuses generally as being one of the worst forms of class legislation, and I desire to call attention to the fact that the manufacture of the base products of iron and steel in Canada is now being fostered by a series of bonuses accompanied by customs restrictions, and very large and increasing sums are being exacted annually from the whole people for the benefit chiefly of an industry located in the far east, which, if capable of producing as represented when established, should be able to stand alone. Ontario is naturally situated to draw



PELEG HOWLAND, TORONTO.

its raw materials for the more finished products in iron and steel from Pennsylvania, Ohio and West Virginia, and if allowed to do so would have chances of very large growth in all the smaller industries, which are really of so much more benefit to a community than the immense establishments, to a large degree monopolies, which produce the coarser materials. It would seem unwise on our part not to avail ourselves of our neighbor's coal and iron as long as they remain the cheapest products of the kind, rather than tax ourselves to upbuild an industry a thousand miles away. We are, as yet, the largest consumers of this products, and bear the greater portion of the taxation, but are handicapped by the double freights in getting back into the east, which has as well an advantage proportionately in freights westward. Ontario must sooner or later awaken to

the injustice of the present policy, which takes from it the chance of supremacy that naturally belongs to it, with the accompanying danger of sectional difference."

## Opposed to Preferential Treatment.

It may perhaps be proper for me to say here that personally I do not favor the resolution urging preferential treatment of our products in the old country, nor that indicating that Canada should contribute to the defence of the empire, feeling as I do that we are able to progress without favors, and believing that entanglements must arise from any attempt to alter our relations to the mother country or to make contributions without representation, with the grave danger of our either breaking away entirely or losing that measure of independence which is of so much importance to us.

In regard to representations made before the Railway Commission that an investigation should be made into the tight rates of Ontario, and that there is a discrimination in favor of Montreal in the rates to points both east and west of Toronto, no judgment has yet been given.

The conclusion is forced that the commission has not the necessary expert assistance to get through its work, and I would advocate representations to the government for such changes as will make the commission more efficient, including the extension of its jurisdiction to Dominion Government railways, which are now in my opinion, improperly exempt. The question of rates and of discrimination is of more importance to the people at large than the rights of one railroad to cross another, or matters of a similar nature which seem to chiefly occupy the attention of the commissioners.

The railroads have recently submitted to the commission schedules of rates for merchandise bound inward from many places in the United States; they are substantially higher than those now existing, and their adoption is suggested in order to overcome the discrepancy in the rates existing from American and Canadian places on the border, those from the latter being now much the higher. The co-operation of the manufacturers is sought by placing certain of their raw materials on a special basis, which will mean practically no advance. Generally speaking, however, their adoption will mean higher freights for merchants and consumers on inward stuff from the United States. A protest has been entered against these being considered at all until a general and thorough inquiry be made into the fairness of the rates now existing throughout Ontario. Any adjustment of rates upward should be resisted by every possible means.

## Commission Raises Rates.

I would also call attention to the arrangements existing between railroads which prevent them from competing in

rates w  
tions ar  
ments a  
ties, an  
bidden  
sion has  
been an  
and has  
reduce  
the reve  
question  
is a cor  
ally for  
vice.

The c  
shipper  
northwe  
double  
ers loca  
traders,  
many  
eastern  
country  
should  
mission  
shipping  
load of  
be brok  
consign  
must be  
Calgary  
traders  
the ber  
rates, o  
nary c  
amples  
existing  
give a  
between  
called c  
ordinar  
ures be  
Calga  
First, s  
fourth,  
61c.; s  
37c. C  
rates—  
85c.; f  
class,  
fourth,

Simil  
Brando  
ferences  
tem me  
wholesa  
from h  
of the  
he is  
dency  
patroni  
improp  
principl  
granted  
east,  
to giv  
more d  
ped.

The c  
a short  
ty of t  
the ro  
supply.  
been pa  
felt by  
munity,  
the sea  
now ve  
charges  
over a  
under m  
ments  
than



rates with one another. Such combinations are surely as harmful as arrangements affecting the prices of commodities, and are as much entitled to be forbidden by law. The Railway Commission has undoubtedly up to the present been an aid to these freight associations, and has served to increase rather than reduce the rates, thus helping to add to the revenue of the railroads, and it is questionable if the uniformity obtained is a compensation to the people generally for the additional cost of the service.

**Unfair Discrimination.**

The custom of charging the ordinary shipper from various centres in the northwest in some instances more than double the rates given to wholesale-dealers located in those centres shipping to traders, and which is a factor in the many difficulties experienced by the eastern merchant in getting into that country with his goods, still exists, and should have the attention of the commission at once. An eastern merchant shipping to—I will say Calgary—a carload of goods to a distributing agent to be broken up and reshipped to various consignees at points in the neighborhood, must be on a list as carrying a stock in Calgary, and the consignees must be traders before these consignees can get the benefit of the so-called traders' rates, otherwise being charged the ordinary class rates. The following examples of these rates, given as existing on January 5 last, will give an idea of the differences between the traders' rates and the so-called class rates which are paid by the ordinary shipper or consignee, the figures being per hundred pounds:—

Calgary to Revelstoke—Class rates—First, \$1.35; second, \$1.13; third 90c.; fourth, 68c. Trades rates—First class—64c.; second, 55c.; third, 45c.; fourth, 37c. Calgary to Fernie, B. C.—Class rates—First, \$1.27; second, \$1.06; third, 85c.; fourth, 64c. Traders' rates—First class, 61c.; second, 53c.; third, 44c.; fourth, 37c.

**Favors Local Merchant.**

Similar conditions exist at Winnipeg, Brandon, Regina, etc., though the differences are not so extreme. This system meets with the favor of the local wholesale merchant, as it protects him from his eastern competitor, and also of the retailer in the smaller towns, as he is in his turn protected, the tendency being to force the consumer to patronize the nearby merchant. It is improper, however, and contrary to the principle upon which charters are granted. It is not practised in the east, the tendency here being rather to give the advantage if any, to the more distant place. It should be stopped.

**Reciprocal Demurrage.**

The country suffers every year from a shortage of cars and from the inability of the railroads to move promptly the rolling stock they are able to supply. This year the trouble has been particularly serious, and has been felt by all classes of the business community, being one of the causes of the scarcity of money. The railroads now very properly enforce demurrage charges on customers detaining cars over a certain specified time, but are under no penalty themselves if shipments remain in their possession longer than is reasonable. Any system of

reciprocal demurrage will be vigorously opposed by the railroads and many strong arguments will be used against it. It seems reasonable, however, to think that what works well in one way should in the other, and that its adoption might lead to such exertion on the part of the companies as will overcome, at least to some extent the evil complained of. The system has already been advocated by board, and it is well worthy of further consideration.

**Anti-Dumping Law Unfair.**

The attention of the Toronto Board of Trade Council has recently been called to the anti-dumping clause in the custom tariff, the application of which is being extended at the present session of Parliament. I cannot urge too strongly that the matter be thoroughly investigated. A regulation that restricts a merchant's right to buy as cheap as his ability and capital will permit, and penalize him if he does exercise such ability by requiring, besides the regular duty, the payment in the shape of special duty of any concession he can obtain in price below what the authorities fix as the home value of the goods in the country of export up to fifteen per cent. of such home value, and compels the taking of such an oath as the following—"That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said importer and the exporter, or by anyone on behalf of either of them, other than as shown in the said invoices, either by way of discount, rebate, salary, compensation or in any other manner whatsoever" which forms a part of the oath taken on the entry of goods for consumption—approaches too nearly to despotism, surely, to be borne by this community, and is besides calculated, as the oath suggests, to encourage fraud and dishonesty, and is not in the interest of the consumer. In my opinion, as a restriction on trade, no combination can compare with it. If the manufacturer requires more protection it should be afforded him in some less objectionable way.

**FOUR WAYS OF SELLING.**

**The Dishonest, the Misrepresentation, the Suicidal, the Straight Business.**

In their weekly market report of a recent date, Strasbaugh, Silver & Co., of Aberdeen, Md., go a little afiel from the market and under "Points Worth Remembering" quote a successful manufacturer as follows:

"The desire to buy cheap, anything, is a mania with some people.

"To favor an article simply because its first cost is low is not only unfair, but a poor business policy.

"To buy at a fair price is shrewd, but it is false economy to forget that below a certain limit, cheapness is suicidal should be shunned.

"There are four ways to sell goods:

"1 The Dishonest Method—To sell so low that you can't earn a living, and the sheriff will finally wind up your affairs, and your creditors carry your losses.

"2 The Misrepresentation Method—Palm off upon your customers unfair goods and persuade them that they are the best.

"3 The Suicidal Method—Employ workmen at less than living wages; buy the cheapest materials; pare everything down to the lowest notch, and patch results.

"4 The Straight Business Method—Buy the best; employ skilled labor; thoroughly know your own business and business values. Provide special facilities for the execution of the greatest amount of high-grade production at a minimum cost. Avoid extravagant management, expensive methods, and have your dealings with customers who appreciate treatment that is not one way.

"He is a public benefactor who conducts an honest trade, and he is wise who pays the full value of his purchase."

**TEA SITUATION IN LONDON.**

**Returned Tea Merchant Gives His Views on European Market.**

"In London the situation in teas is very firm. The market is short of the teas most in demand. It has at last been realized that the demand for Ceylon teas has grown to such an extent that it exceeds the supply. I noticed that the general cry on the part of the public was for Ceylons."

Speaking to a representative of The Grocer, this is what A. J. Williams, Canadian manager of Crossfield, Lampard, Clark & Co., said of the London market.

Continuing, he said: "Russia, Germany, Sweden and other European nations are all asking for Ceylons and are likely to continue doing so for the next six or eight months.

"In my opinion it will be some years before prices are again down to the low basis witnessed last summer. All of the large blenders are short of stocks, but so has the taste of the public of different European countries been educated to British grown teas that they have to pay present prices rather than put any China teas in their blends.

"I was at the first auction of the year, when 30,000 packages of Ceylon teas were all absorbed at full prices. The blenders were the largest buyers. Lowest grades Ceylon Pekoe Souchongs sold in London for 6½d. spot cash.

"Quite a few lots of Canadian black teas were received in London while I was there. Considerable tea from New York arrived during that time also."

**CANADIAN GROCER A STAPLE.**

Mr. Durance, grocer, corner Ferguson Ave. and Ferry St., Hamilton, Ont., left on Monday for a two months' trip to Great Britain and the continent. During his stay abroad Mr. Durance will, besides enjoying himself, keep his eyes open for interesting grocery matters, as he has made a success of his business by close, careful attention and study. Speaking of The Canadian Grocer he said: "I have been a subscriber to the Canadian Grocer for over sixteen years, and I would as soon think of running a grocery store without sugar, tea and coffee and grocery staples as I would without The Grocer. I find it essential to my business." The Grocer wishes Mr. Durance a pleasant journey and safe return to Hamilton.



**EFFECTIVE ADVERTISING**

**HOW TO PRODUCE IT**

Short Talks from the  
Retailer's Viewpoint

Merely Introductory

There has been more unadulterated nonsense written about advertising during the last decade than on any other subject of interest to mankind—always excepting, of course, "Race Suicide," and "The Annexation of Canada by the United States."

Mr. Retailer! Jump right in now and advertise—if you've never done it before. Do not be barred out of the publicity columns of your local papers because you can't write as pretty an ad as the fellow round the corner. You've read Sandy's opinion of whisky? Sandy had just swallowed a glass of whisky when a croney enquired: "Is that good whisky, Sandy?" "Good whisky!" wrathfully ejaculated the old man; "All whisky is good but some brands are better than others."

Despite the assertions of many advertising experts I am inclined to think that all advertising is good; but—some ads are far more effective than others. Even when John Smith merely declares that he has a certain line of goods for sale John is not producing bad advertising. I have studied the methods of advertisers all over the British Empire and the United States and I have yet to see an ad which could be considered as damaging to the business of the man who produced it. The moral is double-barrelled: Advertise and keep on advertising.

The primary essential for the retailer who produces his own copy is—a thorough knowledge of his own business—its wants. Some of the best advertising copy I've seen was produced several years ago by a Chicago retailer. That copy was so strong and effective that the merchant referred to cleared a snug fortune in a few years. Prosperity made him somewhat careless. He did not pay strict attention to business all the time. He lost a knowledge of its needs. He still continued to produce the advertising—good, strong stuff it was, too—but because he had lost the intimate knowledge he once possessed regarding his business the copy gradually lost much of its old-time power.

Truth is more necessary in your advertising copy than in a preacher's discourse. Fill it up with facts. Don't exaggerate. Cut out the circus style entirely. A big concern capitalized up in the millions can sling "stupendous, unprecedented," and all such words into their advertising, but the average retailer should avoid all that gush. The man who pays the bills is a common sense individual in the main, and the retailer who tries to humbug that man is monkeying with the buzz saw. Don't even exaggerate a little bit. The mer-

chant who makes exaggerated statements regarding his goods strikes ordinary people in the same way as the fellow who swaggers along the beach in a loud suit.

"There's nothing in him," they say—referring to the swaggerer, and, well—enough said.

Grocers as a rule advertise less than they should in their local papers. They should advertise pretty regularly and could do so profitably. And they should insist on their ad always appearing on the same page and on the same part of the page, so that customers would know just exactly where to find it. Here we get back to the production of copy. Lots of grocers do not advertise—because they very foolishly imagine they cannot produce good copy. If you have a few facts to state that will interest the public, you can depend upon

**MONTHLY COMPETITION.**

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description. This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

it that the newspaper man will be mighty glad to help you. A good way to judge the value of your own copy is to leave it aside for a day or two, and then revise it. You'll find as a general rule, that you have spread yourself too much. You'll be able to strengthen your copy in almost every case by cutting out a few fanciful sentences. A sugar-coated pill is all right, but the man who does the coating must know his business.

Study your trade—your probable customers. You've good bargains behind your counters. Do the people of your town know about it? If you can connect with the families in your vicinity who appreciate good values in groceries you'll be happy. Study your trade. Don't advertise in any happy-go-lucky way. Find out what you can say and say truthfully about your goods, and then consider the best possible way of saying it. And the best way of saying what you've got to say is—let prices talk for you. If an article excites a woman's curiosity you can bet dollars

to cents that she's looking for the price in the next instance. Then a few clinching details make her jump for her hat and hustle around to your place.

Never buy space until you have your ad written and revised. A few words in a big space are seldom effective. The printer has to dislocate your sentences, haul them about and stretch them out to fill up and, as a rule, such ads look like a graveyard after a cyclone. Tell your story in a natural way and as briefly as possible. But—don't let the old proverb, "Brevity is the soul of wit," cause you any concern. One of the best ad men on this continent is occasionally too much controlled by this blessed old chestnut and some of his ads demonstrate very forcibly that brevity is sometimes the soul of d—d nonsense. Do not let any proverb curtail a good story—if you have a good story to tell. Make sure that you have, then take time and space to tell it.

The road to Honolulu is paved with good intentions. I had intended to criticize an ad sent in by Mr. Hyndman of Smiths Falls; but this general talk seemed necessary enough to swamp my good intentions. However, we'll have something to say about Mr. Hyndman's ad this day fortnight.

Have you a sample or samples of ads which you would like us to criticize? Send them along. You'll be glad to read a word of honest criticism about your copy by a disinterested party—even suppose that criticism is sometimes peppery and to the point.

The flow of immigration into Labrador has been abnormal for the past year—all because a high-thinking poet has been advertising the Lapland ladies. The bard cuts loose in this caressing style:

"The girls who dwell in Labrador  
Don't give the frozen mitt  
The maidens cuddle all the more  
The farther north ye gitt."  
That little verse about the cuddling propensities of the Labrador ladies has already pulled the half of the male population out of Northern Ontario. And yet one still meets some men who declare that advertising doesn't pay. Huh!

T. JOHNSON STEWART.

**OAK POINT (MAN.) DEALERS ORGANIZE.**

Secretary W. A. Coulson of the Retail Merchants' Association of Western Canada attended last week an organization meeting of the dealers in Oak Point and vicinity. A strong section was organized to include the dealers in Oak Point, Scotch Bay, Lundar, Clarkeley, and St. Laurent.

Oak Point dealers are determined to fight the credit system and they have signed a hard and fast agreement to sell only for cash for one year from March 1st. Each dealer has paid in \$300 as a guarantee of good faith. For the first breach of the agreement the fine is \$50, for the second \$100 and for the third \$150. Fines are to be devoted to charitable purposes.

TOI

The  
tion l  
Wedne  
sembl  
ery y

(Th  
marria  
inches  
for him

prov  
groce  
ben  
of  
grow  
shou  
ever  
nowa

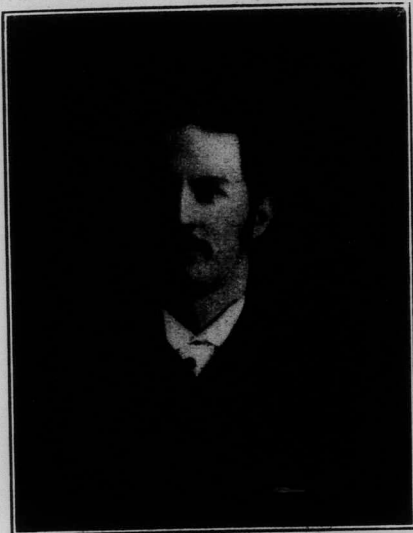
Th  
unco  
all t  
Bell  
and  
supe  
per  
deed  
mim  
the  
in t  
of th  
artic  
corr  
& C  
far  
and  
inde  
Blai  
teric

But  
let's  
and  
sider  
man  
jovi  
year  
suit  
day-  
He's  
hind  
vers  
he c  
from  
Tho  
out  
well  
las



## TORONTO GROCERS AT HOME AND THE GOOD TIME THEY HAD

The Toronto Retail Grocers' Association held their 29th annual at-home on Wednesday evening in the beautiful assembly hall of the Temple Building. Every year seems to show a little im-



PRESIDENT SNOW

[This portrait was taken at or about the time of his marriage. This coat wouldn't button on him now by several inches and the smile he wore then is not nearly large enough for him either. He's left off the "sideboards," too.]

provement in this social climax of the grocery year in Toronto. But that may be merely in the youthful imagination of President Snow. Some old-timer grown rich in trade may say, "Ye should a seen us forty years ago." However nobody minds these old fellows nowadays.

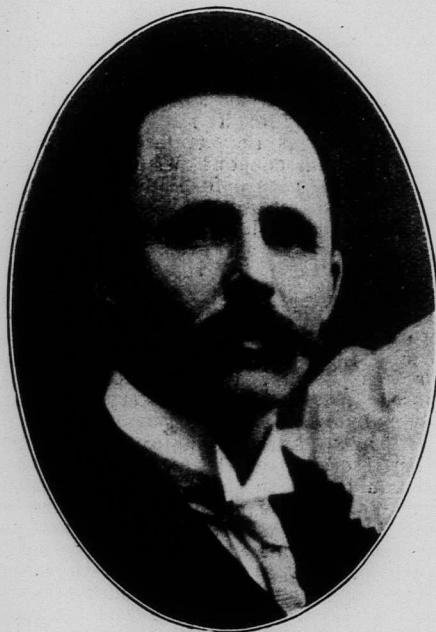
The attendance was large, but not uncomfortably so, about 250. Of course all the young folks, Capt. Adams, Davey Bell and the rest danced past midnight and took no notice of it. The floor was superb, the music excellent, and the supper was good enough to eat, so good indeed that some of the gentlemen—never mind who—made a second attack. While the music was moving feet to merriment in the assembly room, quite a number of the more staid gentlemen, the staple articles, smoked and played cards in the corridor. F. W. Heyes, of Perkins, Ince & Co., got his back against the wall as far as possible from the realm of skirts and there maintained his serenity and independence. H. Hardy of the Eby, Blain Co., maintained an unruffled exterior through it all.

But there was no fun in that bunch; let's away to the hall of light laughter and rythmical movement. There's President Snow. Now he's not a tall man, but then he's not angular. His joviality suggests a modified, all-the-year-round Kris Kringle. In a dress suit? Not much, ordinary every Sunday-afternoon good clothes satisfy him. He's standing now with his hands behind him elevating his coat tails in conversation with a couple of ladies. Here he comes to headquarters, the entrance, from which point of vantage C. F. Thorne and T. Clark keep a careful look out to see that all goes smoothly and well. S. S. Searle, traveler for Douglas & Ratcliffe, the shortest man on the

floor, and the best dancer, goes by in the dance, and the president lightly taps him on the head, passes him a merry quip and turns to see if the lemonade is flowing freely and everybody dancing that wants to be.

Look at Capt. Adams, springy as a boy and agile as a badger. There are young fellows moping on the side benches like sunflowers denied the sun and the captain with a bevy of pretty girls around him all wanting the first dance. A matter of temperament, perhaps, but some men's spirits never age.

You ask who's the handsomest man in the room? I could tell but I haven't enough life insurance on Davy Bell says he is and I'm inclined to agree with him. But there's Mr. Raymond—Sunlight's none too fine for him—looking at him; one feels that he must have the blue ribbon in his pocket. Then there's John J. Fee, taller, thinner, less dash, but more distinguished look-



D. McLEAN, TREASURER

Who doesn't dance, so wasn't there.

ing. And here comes J. L. Bowles, very much at his ease, and behind him Wm. Kerr, the tallest man in sight. No, I won't say. I'll leave it to the ladies.

Fred Rose, with a red rose in his lapel has just come in. That's why all the ladies sat up to take notice. He's just a shade bashful, or diffident. There, the shadow has passed; Secretary D. G. Beaton is introducing him to a lady. It is a fine accomplishment to be able to banish bashfulness in the presence of femininity. Mr. Rose will be alone no more this evening.

Not so Mr. Blair, who also wears the Red Rose. He accompanied Mr. Rose, but halted at the entrance to the assembly hall when the galaxy of feminine loveliness broke upon his vision, and Mr. Rose passed on. He is good to look upon and one or two very pretty girls are eyeing him covetously over their partner's shoulders, but here he stands talking to ex-Treasurer Clark as if he

were interested. See him blush, having traded glances with one of the afore-said pretty girls.

What have we to do with shyness? Here comes Gordon Humphrey with a lady on each arm, walking of course, because Gordon couldn't carry two at a time. It's a case to belie the old saw that where there's a will there's a way. If they were as big as he would like, they would weigh too much.

Talk about weighing, rest your tired eyes on the ample form of Sam McGiffin of Mc & E's. Throw in his smile and he'd tip the scale against any other man in the room.

There's the music for another dance. The tall young lady with Gillett's Pagne seems comfortable. But he's so short and jolly as he's good looking. She might be happy with a far less handsome man.

Whom else can you recognize in the throng? T. S. Grant, Joe Taylor, J. A. Montgomery of Eby, Blain Co., J. Mortimer of Christie, Brown Co., his colleague, T. Hulman; J. Smythe of the United Factories, R. C. Blackburn of Davidson & Hay, W. Spittal of Pure Gold, W. K. Booth of H. P. Eckardt & Co., Clem. Rupert of H. A. Nelson & Co.; M. Stewart of F. W. Humphrey's, L. Kemp of the McLean Produce Co., C. Kimpton, L. Williams of McWilliam & Everist, E. Botte of Clemes Bros., J. M. Wright and E. Hustwitt of the MacLaren Imperial Cheese Co.

Dan Casey of the Eby, Blain Co., smiled and smiled and smiled. The habit's contagious, of course, but what matter, it's good for business and anyway Dan can't help it.

The gentlemen to blame for the good time are: President R. B. Snow, Vice-President C. F. Thorne, Treasurer D. McLean, Secretary D. G. Beaton.

Stewards—Mr. R. Vanloan, Mr. F. W. Johnston, Mr. H. D. Kelly, Mr. J. S. Bond, Mr. T. Clark, Mr. D. Bell, Mr. R. H. Stewart, Mr. B. Panter, Mr. Beaumont.



B. PANTER.

Supper was served in two instalments. While the first contingent smiled across the tables, the remaining guests enjoyed one of the features of the evening. To the stirring swirl of Scottish melody, Capt. Adams, of Davidson & Hay, with



Miss Charity Mortimer danced a Highland reel that brought the home land vividly before the eyes of the "foreigners" present.

Chris Maxwell found it hard to believe that Maxwell's Jelly had not found a place in the menu, but in the end he proved that his liking for good things was quite unbiased.

A genuine, old-time, sit-down supper was served in the supper room adjoining the assembly hall. The committee in charge realized that the magnet neces-

sary to draw anyone from the waxen floor would have to be a strong one, and they arranged accordingly. The visible supply was a that could be desired when the market opened, but the consumptive demand was heavy and the repeat orders many, so that if the caterer hadn't had more down cellar in a tea cup someone might have been a wing shy, but there was plenty. Prompt and careful attendance made everything move smoothly. Oyster soup, turkey and ham, ice cream and cake, were some of the main features of the menu.

sary to draw anyone from the waxen floor would have to be a strong one, and they arranged accordingly. The visible supply was a that could be desired when the market opened, but the consumptive demand was heavy and the repeat orders many, so that if the caterer hadn't had more down cellar in a tea cup someone might have been a wing shy, but there was plenty. Prompt and careful attendance made everything move smoothly. Oyster soup, turkey and ham, ice cream and cake, were some of the main features of the menu.

corded to the retail grocers. The reply of the Guild was as follows:  
Montreal, Jan. 11, 1907.  
Dear Sir:—I beg to inform you that your letter of the 12th. ultimo re desired interview to discuss restoration of cash discount of one per cent., was submitted to this Guild at its last meeting, when I was directed to state that while the Guild is always glad to discuss with

## RETAILERS WANT CASH DISCOUNT

Quebec Wholesale Guild Fear Criminal Code and Decline Request for Conference—Strong Condemnation of Trading Stamps.

"I don't care a rap what system it is, all these trading stamp schemes and coupon arrangements injure us, and do more evil to legitimate business than any other practice, in vogue in the trade."

So spoke second vice-president E. P. Guillemette, of the Montreal Retail Grocers' Association, at the monthly meeting held Thursday of last week in the association rooms, 273 St. Catherine St. E.

Continuing, Mr. Guillemette said that it was up to the association members to stand together and wipe out all the premium schemes which were in use at the present time.

"We are in business to make money," he said, "and we sell our goods at a reasonable price; but there is not a grocer

small enough, as we all know, without making it any less by encouraging these various premium ideas. I understand that some of the members are running a premium business in connection with their grocery lines in order to, in their idea, help their trade. In my opinion, they should sink their own personal interests in this matter for the benefit of the association as a whole. What are we organized for if not to fight just such things as the trading stamp and the premium coupon? We were able to have a law passed forbidding the use of trading stamps, but this law has been evaded more or less, and the evil is just about as bad as ever. Some action should be taken by the association at once."

Mr. Guillemette's opening remarks were in reply to a statement made by one of the members, T. Pleau, who said he was running a coupon business proposed to him by a crockery premium company.

President Laniel speaking to the Canadian Grocer after the meeting, said that he could endorse the words of Mr. Guillemette, because he felt that as long as these schemes were in operation, so long would the grocers be at loggerheads with one another. The day of the trading stamp and the coupon idea was no more, and they both should be stamped out.

### Liquor Licenses.

Ex-president P. Daoust brought up the matter of retail and wholesale liquor licenses. He understood the wholesale trade was endeavoring to have the law of a couple of years ago brought into force again. Under this law the wholesaler was permitted to sell retail as well as wholesale. The Retail Grocers' Association was successful in having a law passed which made the two licenses separate. The wholesaler was not permitted to sell under two gallons unless he had a retail license. Mr. Daoust suggested the drawing up of a resolution urging the continuance of the present law. After some discussion such a motion was carried.

### Want Cash Discount.

Some time ago the association wrote to the Wholesale Grocers' Guild, of the Province of Quebec, asking that a time and a place be appointed for a meeting between the wholesalers and the retailers, to discuss the restoration of the one per cent. cash discount formerly ac-



D. BELL.

the retailers such matters as may be to their advantage, our members can see danger in the proposed conference.

As you are aware, the law governing trade arrangements is of such a nature as to make it most unwise for trade organizations to make agreements with each other, or even to take action at the suggestion of others, and this fact, together with the circumstance that there is already a case against the Dominion Guild, of which this Guild is a branch, in connection with trade agreements, forces our members to the decision that until the Criminal Code is so amended as to allow merchants a reasonable latitude in these matters, nothing should be done which might possibly be construed into a violation of the law as it stands.

I am, Dear Sir,

Yours truly,

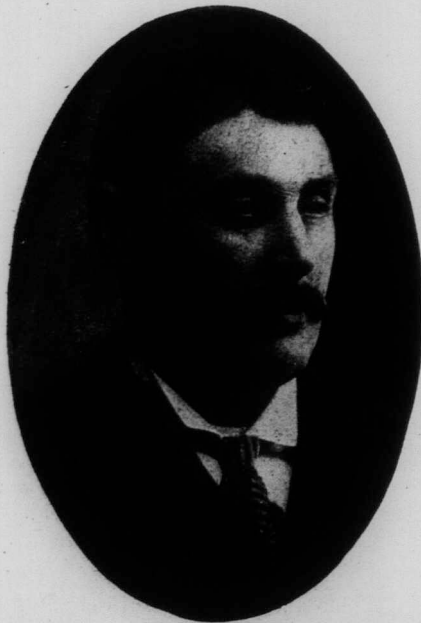
(Signed) STANLEY COOK,  
Secretary.

It was decided to see what could be done towards coming to some more satisfactory arrangement than at present exists.

Selling off what was left of the picnic prizes took up considerable time. They were auctioned off by the president, and finally went to the highest bidder, J. A. Maynard, for \$50.50.

A. Laniel occupied the chair, and other officers present were: 1st vice-president, J. A. Dore; second vice-president, E. P. Guillemette; treasurer H. Laniel and secretary A. Sarazin.

Jos. Cote's tobacco emporium, Quebec, has always a welcome for visiting merchants to the ancient city—Reference to his ad in another part of this issue gives address and invitation to visitors.



F. W. JOHNSTON

here who can sell his groceries at reasonable figures, giving good value, and at the same time work some coupon system of premium giving. Somebody has to pay for the premiums, and the grocer does not want to stand for the whole cost, and as a consequence he must shove some of the expense onto his customers by charging higher prices for his goods. The profit in selling groceries is



# THE CANADIAN GROCER

Established 1886

The  
**MACLEAN PUBLISHING CO.**  
Limited.

**JOHN BAYNE MACLEAN** - - - - *President*

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

## OFFICES

<b>CANADA—</b>	
MONTREAL	232 McGill Street Telephone Main 1255
TORONTO	10 Front Street East Telephone Main 2701
WINNIPEG	511 Union Bank Bldg Telephone 3728 F. R. Munro
VANCOUVER	Geo. S. B. Perry
ST. JOHN, N.B.	7 Market Wharf J. Hunter White
<b>UNITED STATES—</b>	
CHICAGO, ILL	1001 Teutonic Bldg. J. Roland Kay
<b>GREAT BRITAIN—</b>	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
MANCHESTER	92 Market Street H. S. Ashburner
<b>FRANCE—</b>	
PARIS	Agence Havas, 8 Place de la Bourse
<b>SWITZERLAND—</b>	
ZURICH	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States, \$2.00  
Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

## TO CORNER PATENT MEDICINES.

A. C. Pratt, M.P.P., is authoritatively credited with the intention of again introducing in the Legislature at the present session a bill to prohibit any but qualified druggists from selling patent medicines. Such a measure would be a potent injustice to a great many general merchants throughout the country. There is scarcely a general store in Ontario that doesn't include patent medicines, a pain killer, a tonic, a cough medicine, or a corn cure. Why shouldn't anybody sell them? This is simply a selfish attempt of the druggists to keep the trade to themselves, and every storekeeper who wants to sell patent medicines should write to his representative and point this out. A post card would do. It might be added that such a law would work a great hardship to the thousands of people who are not within miles of a druggist.

## CANNED SALMON.

Canned salmon are noticeably in demand and more and more it is bearing in upon the trade that salmon are becoming a staple article of food in this country. A few years ago the consumption was confined almost entirely to June, July and August. Now there is a steady consumption the other nine

months, increasing materially during the summer.

A Toronto wholesaler relating his experience in this regard said that early last year he advised his travelers that the next pack of salmon would be higher and many customers were induced to stock up. When it came to ordering the new pack the travelers advised going light on the ground that many of the customers were stocked up for a year at least. Many of the customers said to be supplied for a year were buying salmon before August was passed and have continued to buy ever since.

Another change is that, to a large extent, retailers have for the past four or five years practically ceased speculating in futures. Prior to that they ordered in the summer for September delivery and carried the stock till the following summer. The trade was badly bitten one year; but probably the principal reason is that salmon has become a staple instead of an emergency ration or picnic food.

## TRADING STAMPS AND PREMIUMS

Trading stamps and premium schemes of every description came in for strong condemnation at the last monthly meeting of the Montreal Retail Grocers' Association. The second vice-president, addressing the meeting, said that the association should, in his opinion, take some definite action at once to put an end to the increasing number of premium schemes which are being operated at the present time. He gave reasons why they should be done away with, explaining that grocers were forced to be content with a small profit on their goods, and that they could not afford to make the returns even smaller by introducing trading stamps and trading coupons. The grocer has to pay for the trading stamp premiums, and he often found it necessary to charge his customer this cost by advancing the price of his goods. In the end the grocer loses by the use of trading stamps. His customers will not long be content to pay high prices for their groceries to one merchant when they can buy from another at lower figures.

A law was passed by the Government which did something towards killing off the trading stamp idea, but the evil has not yet entirely disappeared, and nothing but the united action of the grocers will succeed in abolishing the practice.

The national convention of American retail grocers at Dallas passed a resolution reaffirming the stand taken against premiums, and especially against the taking in of new goods to which premiums are attached in any possible way.

In the latest Association Bulletin,

Secretary Green, the former president, says:

"I believe the time is not far distant when we shall see the premium business practically a dead letter, but we must not lose sight of the fact that it will be by continued effort and unity of action if we would drive those big concerns out of the premium business.

"The Government in deciding against the transportation through the mails of missing letters and lottery schemes has been a great help in eliminating the coupon and other schemes of like kind, but it remains for the grocers of the United States to continue their opposition and use their influence in any possible way so as to make the trade in premium goods as undesirable as possible."

## TO ENCOURAGE COLD STORAGE.

Hon. Mr. Fisher, Minister of Agriculture, has a bill before the House which is likely to become law. Its object is to encourage the establishment of cold storage warehouses, for the preservation of perishable food products, in locations where private individuals would not be likely to build. The bill provides that a Government subsidy of 30 per cent. shall be paid to parties building cold storage establishments, which shall not, of course, become private enterprises. The payment of the bonus is spread over four years, so that the scheme is under the control of the Government until after it has passed the critical period of its existence. The idea is to pay one-half of the 30 per cent. upon completion of the warehouse; 7 per cent. at the end of the first year; 4 per cent. at the end of the second year, and 2 per cent. at the end of the third and fourth years. The bill applies only to mechanical cold storage. The measure will have the hearty support of all business men, who recognize the need of established cold storage warehouses in all parts of the country. Such plants would have a beneficial effect on Canada's foreign trade also, in that they would guarantee the perfect keeping of goods while held in this country, and exporters would be certain that their goods were in first-class condition when shipped from the country.

## CURB PARTY BIAS.

It is invigorating to have a man like Peleg Howland come out boldly and say what he thinks about measures passed by the Government, of which he is a recognized supporter. He says, plump and plain, that the Railway Commission has helped to increase freight rates by recognizing the traffic associations. He thinks and says the anti-dumping clause of the tariff is a mistake, because it interferes with the merchant's inherent right to buy in the cheapest market. Too many men in this country have put political clamps on their independence and if they can't praise their leaders and their works, sit silent. If the commercial leaders would curb their party bias and give vent occasionally to their honest views, it would be a fine thing for Canada. What this Dominion needs most is men to speak out, regardless of what party idol is blasphemed.















# ST. JOHN'S WINTER SHIPPING

Movement of Traffic—Grocery Markets Quiet—Fisheries of 1906 Best in 50 Years—News of the Trade in New Brunswick.

(Special correspondences of The Canadian Grocer.)

**NUTS—**

Almonds, per lb.....	0 16
" (shelled), per lb.....	0 33
" in small lots, per lb.....	0 11 1/2
filberts.....	0 11 1/2
Peanuts.....	0 13
Jumbos.....	0 15 1/2
Walnuts, new, Grenobles, per lb.....	0 1
" " Marbots.....	0 1
" " shelled, ".....	0 30
Pecans, per lb.....	0 15
Shelled walnuts, January delivery.....	0 25
Brazils, per lb.....	0 15

**OATMEAL AND CORNMEAL.—**

Rolled oats, 80 lb sacks, per sack.....	1 85
" 40 " " ".....	0 85
" 20 " " ".....	0 39
" 8 " " ".....	0 22 1/2
Granulated oatmeal, per sack.....	2 50
Standard, per sack.....	2 35
Cornmeal.....	1 60

**SPICES—**

**GROUND SPICES.**

Pepper, black, in 10 lb boxes, per lb.....	0 18
" white, " 5 " " ".....	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.....	0 20
Cloves, in 5 lb. boxes, per lb.....	0 22
Cassia, " " " ".....	0 12
Allspice, " " " ".....	5 11
Ginger, in 10-lb. boxes, per lb.....	0 15
Mixed spice, in 5-lb. boxes, per lb.....	0 20
Mace, in 5-lb. boxes, per lb.....	0 70

**RUCKWHEAT**—Quoted as before at \$1.70 per half sack.

## NEW CALGARY COMMISSION HOUSE.

The McDonald-Dunlop Co., of Calgary, have been succeeded by the Great West Jobbing and Commission Co. "Little Mac" is no longer connected with the business and it is now under the direction of W. V. Moore, president and manager. J. W. Speer, secretary, and W. E. Moore, vice-president. The new firm will carry on a wholesale and commission business, specializing in sugar cane, honey, West India molasses, etc.

## OPPOSE PARCEL POST.

At a meeting of the council of the Portage la Prairie board of trade, held last week it was decided to protest against the Dominion Government's new arrangement re the parcel post, which it proposed to bring in, and the secretary wired the local member, J. Crawford, to this effect.

It is maintained that the regulation will discriminate against smaller and local merchants in favor of the departmental stores, as it would facilitate the latter's shipments of goods through the mails.

## TO ERECT LARGE WAREHOUSE.

### A. A. Ayer & Co. Buy Property on Which They Will Build.

One of the oldest firms in the produce business, A. A. Ayer & Co., Montreal, have purchased the property on which the firm's present offices and warehouses are located, and considerable additional ground as well. Altogether about 30,000 square feet have passed under the control of the company. This comprises 250 feet on St. Henry St., 125 feet on William St., with about the same on St. Paul St. A modern cold storage plant will be erected, and the whole building when ready for business, will represent an outlay of from \$140,000 to \$150,000.

St. John, N.B., Feb. 11, 1907.  
During the past week the local wholesale markets have been very quiet and only moderate business has been done, the dealers say, in all lines. No changes have taken place in quotations. In the produce line, eggs were somewhat scarce last week, but the tendency of the market is said to be downward.

\* \* \*  
At the monthly meeting of the St. John Board of Trade last week, the question of the proposed c.o.d. parcels post system was again brought up, and owing to the fact that the matter had been dropped by the Government no further action was taken in the matter.

\* \* \*  
The winter-port business is booming this season, though in some particulars the volume of trade is below last year. Up to date sixty steamships have arrived with a tonnage of 234,232, against fifty-eight steamers last season, with a tonnage of 195,205, showing an increase in tonnage of 39,027 for 1906-7.

Fifty steamers that have made their returns at the customs house up to date have taken away in exports \$9,041,192. Of this amount, \$6,207,233 was Canadian goods, and \$2,833,959 American goods. The first fifty-two steamships last year took away goods valued at \$10,750,184, showing a decrease for 1906-7 of \$1,708,992.

While the exports have shown a falling-off, the imports are nearly double last year's.

The low prices for grain and lumber on the other side account in a large measure for the falling off in exports, as the qualities shipped this season are considerably below last year.

Following are some of the products that have gone forward this year:—

Wheat, (bushels).....	1,135,119
Oats (bushels).....	772,501
Barley (bushels).....	470,548
Cheese (boxes).....	60,514
Cattle (head).....	13,975
Eggs (boxes).....	4,404

Two steamers have sailed for South Africa taking good general cargoes.

\* \* \*  
Frank White, confectioner, and proprietor of White's restaurant, has obtained from the Horticultural Society the exclusive right to furnish amusement and sell articles at Rockwood park for a period of ten years, and in order to carry on the enterprise has organized a joint stock company, capitalized at \$49,000. Mr. White, who holds the controlling interest, will introduce many new features at the park.

\* \* \*  
J. Harvey Brown, tea merchant, has sold his residence on Lancaster Heights, to J. A. Queen, of the Canada Life Assurance Co. Mr. Brown will remove about April 1, to a house he recently purchased on King street east.

D. J. Purdy, M.P.P., is gradually recovering from his recent severe illness.

W. Frank Hatheway has recovered from his recent illness and is able to attend to his business again.

Ralph E. White, of the R. E. White Co., Ltd., which assigned recently, has accepted a position on the office staff of the Sun Publishing Co.

Recent returns show that the St. John harbor fisheries yielded the fishermen about \$145,000 last year, an increase of \$22,000 over the average value of the fisheries in recent years. This large gain was in the value of the salmon catch, due in a large measure to the fish culture work carried on by the Dominion Government. The catches of several years have been steadily growing larger and that of 1906 was the best recorded in fifty years.

## FRUIT ON THE PRAIRIE MARKETS.

### Inspector Says Ontario Packing and Quality is Improving.

Mr. P. McNeill, Calgary fruit inspector for Saskatchewan and Alberta, speaking of the situation in the prairie provinces says:

"The qualities arriving from Ontario, British Columbia and California," said the inspector, "are about equal. The quality of that sent from British Columbia has been uniformly good, and their methods of packing are up-to-date and attractive. During the season I was occasioned to write only a couple of letters calling attention to defects. In these cases the fruit was slightly off color and not really inferior.

"The dealers are unanimous in the assertion that Ontario supplied better fruit than ever before. The shippers have packed to better advantage and are adapting their methods to meet the requirements of the Fruit Marks Act. In the past shippers have trusted too much to subordinates, and the result was inferior fruit, poorly packed, was sent without their knowledge.

"Ontario men have already hurt their trade by not adopting methods similar to those in vogue in British Columbia. They must exercise strict methods as to grade and pack, as they cannot afford to lose this, the best market for Ontario fruit in the world. Their product is of high quality, and if it is properly shipped will hold the place it merits in Western Canada stores."

## FISHING LINE FOR COD.

(From the Minneapolis Journal.)

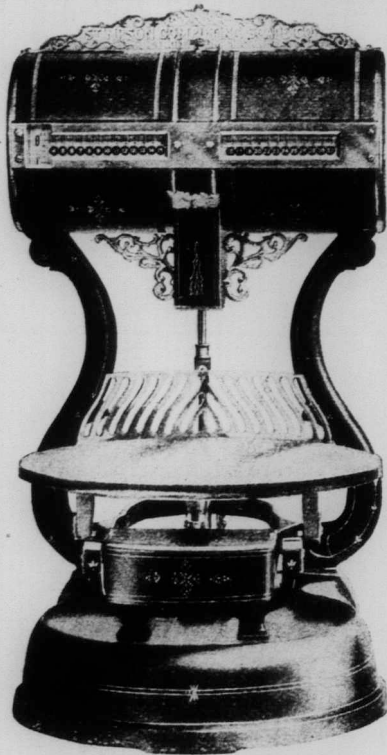
"A fishing line worth \$2,000?"

"Yes, sir."

"I don't believe it."

"It's the truth. It's a codfish line. It's one of those lines to which you owe your Sunday morning fishballs and your less appetizing, equally helpful, cod liver oil. These codfish lines, you see, are frequently eight miles long. They have 4,680 hooks. They'll often land 2,500 cod. No wonder they cost \$2,000, eh?"





**AUTOMATIC SCALES FOR BUTCHERS AND GROCERS**

This is the most reliable scale on the market. We mean this and can prove it.

See us before ordering. A post card will bring our representative with samples.

See Us.

**Stimpson Computing Scale Co.**

34 Arthur St. Cor. Notre Dame Ave.,

**WINNIPEG**

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W.  
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.  
Write for prices.

**Expert Bookkeeping**

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

**PERCY P. DAVENPORT**

622 McIntyre Block, - - WINNIPEG, MAN.

**Square your accounts**

**ANY BOY CAN OPEN A BANK ACCOUNT**

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies. Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

*A Watch and Boxing Gloves and other prizes, in addition to money, for good work.*

**BOY DEPARTMENT**

**The MacLean Pub. Company**

10 Front St. E., TORONTO

**EXPERIENCED ADVERTISEMENT WRITERS**

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

**It Pays the Grocer a Living Profit**

*Gold Standard*  
**BAKING POWDER**  
**"GUARANTEED-THE-BEST"**

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

**The Codville-Georgeson Co., Limited, Winnipeg, Man.**



**CAPSTAN BRAND PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 Gross Cases

2-lb. Pails, 2 doz. in Crate  
1/4 " 1/2 " "  
25-lb. Pails. 75-lb Tubs  
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It

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

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.



**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10

**REPRESENTATIVES WANTED**

**AGENCY**—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (1f.)

**FOR SALE.**

**GROCERY AND BAKERY BUSINESS**

The best stand in the best town in New Ontario, turnover over forty thousand annually, business capable of expansion. Apply Box 132 CANADIAN GROCER.

**FOR SALE**—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings; two years in use; cost \$414.00, will sell for \$200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

**SITUATION VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**BUSINESS CHANCE.**

**A BRIGHT** hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

**FOR SALE**—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

**ENGLAND.**

**SALESMAN** 30 years of age, 9 years' road experience in England, Canada and the United States, now representing prominent Canadian house, is open to negotiate with firm requiring representation in England, either on salary or commission basis. Thorough knowledge of the English Grocery and Provision trades. Nothing but high-grade proposition entertained. Apply Box 131, Canadian Grocer, Toronto.

**PERSONALS**

Donald W. Duff, manager of Perkins, Ince & Co., Toronto, has been having a bout with the grip this week that kept him at home a few days.

Minto Bros., Toronto, proprietors of Melagama tea, have this year added three new travelers, all of whom are known to the tea trade, to their already large force. The new men are, M. E. Gilbert, F. C. Greer and James Hamilton.

Allan Deans, of Deans & Walker, grocers, Galt, was a caller at the Toronto office of the Canadian Grocer last Thursday. Mr. Dean wore a smile which the Grocer hopes will never come off—Whisper—he was on his wedding trip, having been married Wednesday, 6th inst., at Stratford, to Miss Mabel Borland, of the classic city.

Jack Stewart, traveling representative for Maconochie's goods in Ontario, is spending some weeks at his home in Thornton. Tuesday of last week he came to Toronto to play with the Marlboroughs II. hockey team in the match with the St. Georges. Jack is a dandy on skates.

M. F. Goddard, manager of the Maple Tree Producers Association, Waterloo, P.Q., is absent from Montreal this week on a business-trip to Toronto, London and points west. He reports bright prospects for a busy season and probably an early one. Mr. Bradley, the western traveler of this firm, is now rapidly making his way towards Winnipeg.

Lewis P. Mason, of Mason & Hickey, Winnipeg, has returned to business after an enforced holiday which was the result of a siege of typhoid fever. He is starting west on an extended trip among the trade in a few days. Few travelers are more popular than Mr. Mason, and the boys on the road and the trade in general will be glad to hear of his recovery.

Mr. and Mrs. Farrington, parents of Mrs. Wm. Brown, Cherry Valley, celebrated their golden wedding recently. There was a large gathering of relatives and friends including Geo. Farrington, a son, a merchant tailor, who is now serving his third term as mayor of Picton, and was this time elected by acclamation.

C. H. Crysdale, Oshawa, was a caller at The Grocer office on Tuesday last. Mr. Crysdale has been in business in Oshawa for 30 years, and is a member of the town council. He is enthusiastic about the town's prospects, and being convinced that Oshawa is the Koh-i-Noor of Canadian municipalities, he is a strong opponent of the bonusing system. "Let the industries come to the town, not the town go to the industries," is Mr. Crysdale's motto. He mentioned several important business changes of recent date to support his claim that Oshawa is a pretty wide-awake burg.

The Genuine  
**HOLBROOK'S**  
WORCESTERSHIRE  
SAUCE

Acknowledged  
Sauce of

the Premier  
the World



**Holbrooks Limited**

Canadian Branch:  
25 FRONT ST. E., TORONTO  
Canadian Manager, - H. GILBERT NOBBS



## EFFECTIVE WINDOW DRESSING

Manufacturers Appreciating the Value of Window Displays—A Hint to the Retailer—Traveler's View of this Department of the Grocer.

The display of Armour's Extract of Beef is one which occupied the window of Peebles, Hobson & Co., Hamilton, during the Christmas season. It was arranged by Armour's own window-dresser, and the management of the store expressed themselves as very much pleased with the display, and also with the benefit it worked to their trade in this particular line of goods. It had the effect of creating a sudden interest in the product on the part of customers, resulting in largely increased sales during the time the display remained in the window.

The ingenuity and general tastiness shown by the window-dresser are shown very clearly in the photograph, and the results obtained were evidently only the natural consequences of good work. Unfortunately the photograph cannot bring

in connection with this subject of window dressing, why do so many merchants content themselves with drifting on in a way which was antiquated when their fathers were running the business, and with such striking examples and arguments before them, persistently refuse to take advantage of such a simple aid to success as window dressing?

If it pays firms like Armours to employ men all the time for the special purpose of trimming other people's windows, surely it would pay the proprietors to have their own clerks dress their own windows with their own goods. The shops with the poorest displays in their windows have the clerks with the greatest amount of spare time on their hands. Why not make use of it—it costs nothing extra—and watch the results?



A Manufacturer's Display.

out what is said to have been one of the main features of the display—the electrical effects produced by the use of red and yellow electric bulbs at intervals across the window.

In connection with the arrangement, Armour, Limited, write as follows:

"Success of this kind only emphasizes the efficacy of window display advertising, and suggests particularly that a great deal depends upon the manner in which the window is dressed. A progressive merchant cannot help but recognize the great assistance a window display offers in the way of selling goods and there is no department of his business that demands greater interest and activity from him and his employees than the art of dressing windows."

The question that naturally follows is: When a firm so strikingly successful as Armours says and does so much

## THEY WANTED TO KNOW.

(By a Traveller.)

Bill—Hi say, 'Arry!

'Arry—Wot's ther matter, Bill?

Bill—Wot's come hover ther bloomin' city?

'Arry—Wot do yer mean, Bill?

Bill—W'y, bless yer 'eart, ha year inago yer could walk from one hend h'of ther street to the h'other and never think h'of looking h'at a bloomin' window, h'and now, bless yer bloomin' 'eart, h'its like a panerhamer. Yer can't get past one without looking h'at h'it, they're h'all so pretty. Can you tell me 'ow h'it h'is, 'Arry?

'Arry—Blowed h'if h'I know, Bill. 'Ere comes Jack, perhaps 'e can tell yer.

(Approach Jack.)

'Arry—H'I say, Jack, can you tell Bill 'ere 'ow h'it h'is that the Grou-

cers' windows h'are so nice now ter what they used to be?

Jack—Well, yer see, Bill, some blokes as belongs to the Canadian Grocer 'as taken a h'interest h'in these blokes be'ind ther counter h'and they 'ave been givin' prizes for ther best dressed windets h'in the city, h'and, by Jove, h'it 'as been quite a h'inspiration, h'and h'it 'as filled ther blokes be'ind ther counter with a h'aspiration ter do domething, h'and, th'y h'are doing h'it. Those blokes wot belong to the Canadian Grocer deserve a lot of credit for they 'ave filled the city with fine dressed winders. They 'ave beautified ther city h'and they 'ave beautified ther clerks by bringing h'out h'and cultivating faculties h'and talent that was covered h'up h'and not seen before. Yer know, Bill, yer can't do nice things without becoming nice, h'and there's nothing like cultervating the beautiful h'in yer. H'it makes yer wear a smile yer never did before. H'I say, "Three cheers for the blokes h'in the Grocer!" We will soon 'ave as fine window dressers as wot's h'in ther world.

## AN EXAMPLE.

C. E. Choat & Co. Halifax, were the winners of the first prize in the November window-dressing competition. This extract from a letter recently written by them to The Grocer, speaks for itself. Like lots of other good advice, a more general application wouldn't do any harm.

"It is very gratifying to us to think that our efforts in window display were so successful. We wish to thank you heartily for the cheque of \$5, which, we would add, has been distributed among our clerks as an incentive for further window dressing. We hope before long to send you another photograph."

## LIGHTING DISPLAY WINDOWS.

How to light the show window to the best advantage is often a difficult problem. In former times, before the incandescent electric lamp came into general use and before the various modern systems of gasoline, kerosene and acetylene lighting had been perfected, the store keeper hung in the centre of his window a big kerosene lamp, and everybody was satisfied. To-day the modern show window is a perfect blaze of light, which shines on the goods displayed and not in the eyes of the window gazer.

One of our exchanges recently published two photographs showing right and wrong methods of lighting windows. In one case the lights affected the eyes and instead of being encouraged to look at the display in the window were forced to look the other way. The second illustration showed shaded lights, the rays of which were cast in a flood upon the articles in the window, the effect on observers being to attract their attention and, as not a light glare was visible, to hold it for an indefinite time.

The third prize display in the Christmas window-dressing competition, entered by Hood & Teatzel, Nelson, B.C., will appear in next week's issue.



FROM GROCER CORRESPONDENTS

CHATHAM.

At the inaugural meeting of the Public Library Board on the 6th inst., Wm. Anderson was elected chairman of that body for 1907. Mr. Anderson has been a faithful and valued member of the board for some years past, and this elevation at the hands of his colleagues was a deserved one.

A prominent figure among Kent fruit growers, and one well known to Chatham business men, passed away on Sunday afternoon in the person of Charles McGuigan, of Cedar Springs. Mr. McGuigan, who was 71 years of age, came to Canada from Scotland at the age of five, and has resided at Cedar Springs for 40 years. He leaves a wife, two sons and one daughter. The funeral took place on Tuesday afternoon to Crawford cemetery. Mr. McGuigan was one of the best known fruit growers in Western Ontario and will be widely mourned.

HAMILTON.

The regular monthly meeting of the Grocers' Association was held on the 7th inst., when the officers for 1907 were installed, all of the last year's officers being elected by acclamation. Mr. Wm. Smye, the genial president, was welcomed back to the chair, and after this part of the business was completed, the executive committee brought in a recommendation for establishing a collecting and reporting branch. This, after some discussion, was unanimously carried, and promises to be a very important feature in the association's work. It is expected this will result in a very large increase in membership.

Considerable discussion ensued on the subject of jobbers selling others than the legitimate trade, it being contended by a large number of the members, that the laundry, restaurant, hotel and private family trade now being done by most of the Hamilton jobbers, was properly the retailers' business. The feeling expressed was, that if some one house would come out in the open, and pledge themselves to live up to the lines suggested, that they would receive the support of the association. A motion was passed, asking each jobbing house in the city to declare themselves on the question, answers to be in at the next regular meeting of the association.

Acting on the suggestion of President T. R. Close, of the Board of Trade, the manufacturers of the city are showing their wares in the retail stores. The show has proven a great success, and has demonstrated to the citizens the fact that Hamilton-made goods are not only the best produced in Canada, but at the same time are sold at fair prices. The very large sales being effected through this medium are also highly satisfactory to the exhibitors. President Close is being congratulated on the able manner in which he is filling the position, and on his ability in putting

new life into the staid, old body, which he presides over. More power to the Board of Trade.

LIPTON SHREWDSNESS.

The first time Sir Thomas Lipton came to America he was fifteen years old. His shrewdsness in business was well marked even at that age. At that time he took forty of his fellow passengers to a hotel and obtained free board and lodging for himself for a month as a commission on their patronage.

PICKLE, NOT CANDY, JARS.

By mistake last week these jars were designated "Ozo Candy Jars." They



are pickle and chow-chow jars, and a very fine line.

CANNERS AT BUFFALO.

Discussing the Pure Food Law—Big Gathering of Big Interests.

Over 2,500 men interested in the canning industry in America and representing considerably more than fifty millions of invested capital, are in session this week in Buffalo. A strong deputation of about 100 is present from Canada. The principal subject for consideration at this annual convention of the packing interests is the new United States pure food law. The canners are not opposed to it; but they want to know how to comply with it. "It will drive out the fakirs in the business," said one man.

"The new law will help the business," declared W. L. Jones, of the United States Canning Company. "The people want better goods and this law will insure their getting what they demand. They will have more faith in what they eat and this will lead to their eating more canned goods."

An extended report of the convention will appear in The Grocer next week.

CHANGES IN THE NEW TARIFF.

Alterations in the Recent Schedule which Concern the Grocery Trade.

Hon. Mr. Fielding has given notice of a long list of changes in the new tariff schedule of Nov. 29. Those most immediately concerning the grocery and allied trades are given below. In this list the new tariff as first drawn up is called "New Tariff," while the alterations are marked "Change."

	Brit.	pref.	Int.	Gen.
Preparations of cocoa or chocolate, n.o.p.:				
New tariff, p.c. ....	25	32½	35	
Change .....	22½	32½	35	
Rice flour, sago flour, tapioca flour:				
New tariff, per lb. ....	1	1½	1½	
Change .....		¾	1	1
Potatoes, n.o.p.:				
New tariff, per bushel...	10	12½	15	
Change .....	12½	17½	20	
Tomatoes, fresh:				
New tariff, per 100 lbs.	50	65	75	
Change, per cent. ....	20	27½	30	
Dates and figs, dried:				
New tariff, per 100 lbs.	50	70	80	
Change .....	40	55	62½	
Plums:				
New tariff, per bushel ...	20	20	20	
Change .....	20	20	30	
Cocoanuts, n.o.p., and cocoanuts imported direct by ship to Canadian port:				
New tariff, per 100 lbs.	65	90	1.00	
Change .....	65	90	1.00	
Glucose or grape sugar, glucose and corn syrup:				
New tariff, per 100 lbs.	35	45	50	
Change .....	40	55	62½	

Item 135, giving the rate of duty on raw sugar, is amended so as to provide that in order to entitle raw sugar to the benefit of the preferential tariff it must be imported direct by ship to a port in Canada, from any British country, otherwise the preferential tariff will not apply.

Item 136, specifying the duty to be placed upon molasses between thirty and fifty-six degrees is changed to read "between thirty-five and fifty-six degrees."

New Items.

	Brit.	pref.	Int.	Gen.
Dutiable breadstuffs, grain flour and meals of all kinds, when damaged by water in transit, or prior to importation into Canada, per cent.			15	22½ 25
Molasses of cane, testing under 35 degrees by polariscope, when imported for use exclusively in the manufacture of compressed food for live stock ...				F E F

Geo. Hortop of Fred Dane & Co., Toronto, is on a two weeks' trip to Memphis, Tenn., partly on pleasure bent and partly to get into personal touch with some of the firm's rice and molasses people.



# Our English Brawn

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

**Undoubtedly Wins Trade and Holds it**

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

**Let us Express you a Sample Case.**

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

*From the way in which the British Importer is waking up to the True Situation of the market, it is not at all unlikely that we shall see - - - -*

**70/- Cheese**  
IN THE NEAR FUTURE.

The above appeared in the *Trade Bulletin*, of Montreal, last week, and has, no doubt, been inspired by the recent advance in the English markets. 70 shillings means 16c. per pound. We would advise buying what you want now, and shall be glad to book our orders for large or twins, colored or white.

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



**CORONA**

**Kettle Rendered Leaf Lard**

in  
**1 POUND BLOCKS**

(50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

**The Montreal Packing Co.**

LIMITED  
MONTREAL, P.Q.

SEND FOR TRIAL ORDER

**Lasting  
Success**



That's the only success worth striving for. The best way to secure lasting success in your line is to push the Ryan guaranteed provisions.

**Cheese, Butter, Eggs, Ham and Bacon,  
Sausage, Bologna and Lard.**

The people insist on the Ryan quality because they have tested our goods.



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

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



# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN.

The cheese situation at present is a rather curious one. It is puzzling in some ways. It is interesting and yet it is too quiet to be interesting when viewed in another light. There is more or less trading being done, but transactions last week were not so large, nor so frequent, as they have been in the past. Demand from England continues, but quantities required are not so large. Prices asked at present are a quarter, and in some cases more, higher than they were at the time of last report. Holders are not inclined to let their stocks go for any less money than they can help. This statement would seem to indicate that the market was very strong, when taken with the fact that prices are upward in tendency from a surface view, and trading is light, but just the same, at least one sale of excellent colored cheese has been made at a figure  $\frac{1}{4}$  c. under what was supposed to be the ruling price. This is perhaps surprising, but it shows that this party, quite well informed on conditions in England, was prepared to let his small remaining stocks go at what might seem a poor price, rather than run any risk. Others are forced to hold out for a market which will be quite a bit higher, unless they are prepared to lose money. They bought during the high September markets and have been carrying their holdings since that time. Naturally cost price is desired with at least the cost of carrying the cheese, and if higher figures than now rule are not obtained, money will be lost.

Stocks locally are rapidly decreasing. Week by week they are tapped for greater or less quantities, until now they are down to a very low ebb. More than three or four firms have not any holdings worth while, and others cannot say that what they have will last for any length of time. A very rough estimate of the holdings in Montreal would be 50,000 to 75,000 boxes. It must be remembered, however, that the greater part of this cheese is already sold, being held on English account. Of cheese actually for sale there are not at most more than 20,000 boxes, from all indications. It might be wise, perhaps, to allow for the various small lots which always turn up when least expected, and place the amount at 25,000 boxes, but this would surely be the outside figure. In England there is not much being done in cheese. The situation is in many respects the same as it is here. Regarding Canadian cheese, while quotations to hand are of wide range, dealers find it difficult to obtain top figures. Consumption is said to be lighter.

There is some discussion in the trade as to the possibility of developments in the American situation which would affect the London market. Four years ago considerable cheese was consigned, and the result was that the market on the other side went to pieces. It is remarked that there does not seem to be much demand in the United States for the cheese now offered on the American market, and prices are easier. There is little anxiety among local dealers for

this reason. Arrivals of cheese last week were nil.

Butter is about steady. There have been practically no developments since the time of writing last. Receipts of large rolls are not so large as they have been, and the market for this class of butter may be called steady. Further lots of butter are being shipped back to Canada from England, but the arrivals are not heavy enough to materially affect the situation. Consumption adequately takes care of everything that is now offering.

Reported receipts of butter during the week ending February 9 were 682 packages, making the total, since May 1, 1906, 605,334 packages.

### PROVISION SITUATION.

The packers are attempting another downward movement in the price of live hogs, but with what success only the week end and possibly next week, will show. This is because of the unfavorable situation in the Old Country, where Wednesday cables show a decline of 2s. Canadian bacon now on the English market costs the packers 59s. and is

selling at 55s. The bacon to be marketed next week cost 60s.

In Ontario this week prices for live hogs range from \$6.50 to \$6.65, f.o.b. country points, and deliveries are fair. Last week the total killings in Ontario were 25,000, or a little over. The cold weather doesn't help deliveries.

Just what is ailing the Old Country market the trade here do not know. February market is proverbially bad, and that's all is known.

The high price of hogs and products in the United States is helping the Canadian farmer to resist the downward pressure in prices. He knows that Canadian bacon brings more than American in the Old Country and naturally thinks hogs should be higher here. Just now, however, the returns are about the same for Canadian and American products.

It is generally conceded by the packers that prices for live hogs are not likely to decline much, if any, and they unanimously predict a sharp rise in the prices for products on the domestic market as soon as business revives with the opening of navigation.

In the United States deliveries have been much heavier but the market has remained firm.

## PROVISION AND DAIRY MARKETS.

### MONTREAL MARKETS.

PROVISIONS—Business is fairly good and prices are strong and advancing. Many changes will be noticed in this week's list of quotations. Hams are very firm and likely to be higher.

Lard, pure tierces	0 12	0 12
" " 56-lb. tubs	0 12	0 12
" " 20-lb. pails, wood	0 12	0 12
" " cases, 10-lb. tins, 60 lbs. in case	0 12	0 13
" " 5-lb. "	0 12	0 12
" " 3-lb. "	0 12	0 12
Lard, compound tierces, per lb.	0 09	0 09
" " tubs	0 09	0 11
" " 20-lb. pails, wood	1 85	2 15
" " 20-lb. pails, tin	1 95	1 95
" " cases, 10-lb. tins, 60 lbs. in case	0 09	0 10
" " 5-lb. "	0 09	0 10
" " 3-lb. "	0 09	0 10
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 50	24 00
American short cut clear	23 00	24 50
American fat back	24 00	24 00
Breakfast bacon, per lb.	0 15	0 16
Hams	0 13	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Butter moves along about as last week, being perhaps a little firmer if anything. Receipts are not large, about sufficient to take care of the demand. Some butter is being shipped back to Canada from England, but this is disposed of without trouble.

Choicest creamery, salt, 56 lb. boxes	0 25	0 26
" " pound prints	0 25	0 25
Medium creamery	0 23	0 24
Western dairy	0 19	0 21
Large roll	0 21	0 23
Dairy tubs	0 19	0 21

CHEESE—Old Country demand is still the chief feature of the cheese market. Some trading is being done locally. The sales made are of cheese required for actual needs.

Ontario, September make	0 14
late make	0 13

EGGS—Eggs are firmer this week and prices are in most instances advanced. Storage are rapidly decreasing in quan-

tity and cannot last much longer. Prices for this class are one cent higher this week. New laid are selling at advanced figures also. Still higher prices would not surprise.

Storage, selects, doz	0 28
Picked, doz	0 22
New laid, doz	0 32

HONEY—Buckwheat honey in large packages is selling freely at about 7  $\frac{1}{2}$  c., while quite a few sales of ten-pound tins are being made at 8c. to 8  $\frac{1}{2}$  c. Very little white clover comb is coming forward and the market is quiet as far as this line is concerned. Extracted tins are not selling very rapidly, and receipts are small.

White clover comb honey	0 13	0 15
White clover, extracted tins	0 0	0 10
Buckwheat	0 0	0 08

### TORONTO.

PROVISIONS—Prices of pork products are tending upward on account of the high price of live hogs and packers prophesy that upon the revival of business which will come with the end of Lent and the opening of navigation, there will be a sharp advance in prices. Meantime lard is  $\frac{1}{4}$  c. higher and hams are firmer.

Long clear bacon, per lb.	0 11	0 11
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 11	0 11
Small hams, per lb.	0 15	0 16
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 14	0 15
Shoulder hams, per lb.	0 11	0 11
Backs, plain, per lb.	0 16	0 16
" " pea meal	0 17	0 18
Heavy mess pork, per bbl.	23 00	24 00
Short cut, per bbl.	23 00	24 00
Lard, tierces, per lb.	0 12	0 12
" " tubs	0 12	0 12
" " pails	0 12	0 12
" " compounds, per lb.	0 10	0 10
Plate beef, per 200-lb. bbl.	11 00	12 00



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

**WINDSOR SALT**  
 TABLE,  
 DAIRY and  
 CHEESE  
 SALT  
 FINE and COARSE SALT  
 Write for prices  
 Toronto Salt Works  
 Agents for  
**WINDSOR SALT**

**B** ROOMS  
 RUSHES  
 BASKETS  
 WOODEN WILLOW  
 ARE ARE  
 Paper Bags  
 Wrapping Paper | Twines  
 Grocer's Sundries  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg

Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcasses	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11	0 12 1/2
Stags, street lots	9 00	9 00
Vea	0 09	0 1 1/4

**BUTTER.**—The market is practically unchanged. Receipts of prime quality are readily to be had, but ordinary kinds are still in over supply.

Creamery prints	0 16	0 27
" solids, fresh	0 21	0 25
Dairy prints, choice	0 21	0 23
" ordinary	0 19	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 18 1/2

**EGGS.**—The situation depends wholly upon the weather. This last cold snap almost cut off supplies of new laid and prices framed up to 30c. or better. Practically all the storage and pickled eggs now held are under contract and the market is dependent entirely on the present activity of the hen. Lent also increases the demand and unless a long mild spell ensues dear eggs are likely to prevail for awhile.

Eggs strictly new laid	0 30
" fresh	0 18

**CHEESE.**—Markets are very firm.

Cheese, fire September large	per lb.	0 14
" "	" "	0 14
" later makes large	0 13 1/2	0 14
" "	" "	0 14

**HONEY.**—Prices are firm and stocks are limited.

Honey, strained, 6 lb tins	0 11
" " 1 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz	2 00
Buckwheat honey, per lb	0 50
" in comb, per doz	1 50

**POULTRY.**—The market is very quiet and prices are unchanged.

Old fowl	0 08	0 10
Ducks	0 12	0 13
Young chickens	0 08	0 09

Old fowl	0 07	0 09
Ducks	0 10	0 11
Young chickens	0 10	0 11
Geese	0 09	0 11
Turkeys	0 11	0 12 1/2

**WINNIPEG MARKETS.**

**BUTTER.**—With a return to milder weather, supplies are more easily obtainable, but the market is absorbing

**Consider the Satisfaction**

there is in selling

**Clark's Canned Meats and Beans**

No guesswork, no apologies for goods returned. You have permanent customers and every tin sold pays a legitimate profit.

A GUARANTEE WITH EVERY TIN

**Genuine Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

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

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

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

**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.

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

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

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
 TORONTO.

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



all that the produce houses can get. Prices still rule very firm. We quote:

Creamery prints, per lb.....	0 30
" solids fresh per lb.....	0 29
Dairy prints, cho ce, .....	0 25
ordinary, " .....	0 21 0 23
Ba ers' butter.....	0 18 0 19

CHEESE—Prices continue as follows:

Cheese, large, per lb.....	0 15
" twins, per lb.....	0 14 1/2
Manito: a, small (about 20 lbs.).....	0 12 1/2 0 16

EGGS—Prices to the retail trade continue as follows:

New laid per doz.....	0 30 0 35
Selects, per doz.....	0 26 0 27
Fresh, " .....	0 23 0 24

LARD—Tierce basis is 12 1/2c. per lb. We quote:

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

OFF FOR THE WEST.

H. C. Baker, of the Eby, Blain Co., Toronto, left Wednesday for the Northwest. He will sell the trade as far as Edmonton, Calgary, and into the moun-

tains, doing the Crow's Nest country. This is Mr. Baker's seventh year in the west for the Eby, Blain Co., and in that time he's seen some big strides in development and hasn't failed to take his share of the new business. He usually gets away about February 1, but the weather has so tied things up, he thought he might as well sit at home as in Winnipeg or on a siding snow-bound in God's country. However, the weather is like everything else in the west, when it starts it hustles, and the flowers will be blooming before he gets far. His genial smile won't chill them either.

# STOVE POLISH

The best Stove Polish that you can handle is

## JAMES' DOME BLACK LEAD

Sales during the past year almost double.

PAYS WELL

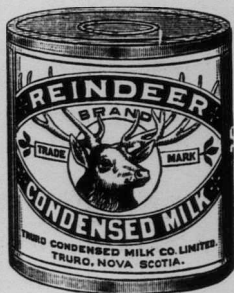
WORKS WELL

SELLS WELL

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

### THE BEST MILK

Not in word only, but in actual fact



TRURO CONDENSED MILK CO., Limited  
TRURO, Nova Scotia

THE

## Manitoba Canning Co. Ltd. GRANDE POINTE, MAN.

NEW PLANT means BETTER GOODS.

We are now working with the LATEST Canning Machinery, with the BEST WESTERN CATTLE coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will NEVER be without it.

EVERY TIN GUARANTEED

## NICHOLSON & BAIN, WINNIPEG AND CALGARY



## CEREALS AND CONFECTIONERY

Wheat and Oat Products Higher on Account of Advanced Grain Prices—Not Much Export Business—Freight Blockade in West Easier.

Grain men are wondering if the reports that Russia is buying American grain are true. The higher markets got a setback on Wednesday but the movement both ways is regarded as purely speculative. The world's supply of speculative. The world's supply of a million bushels less than a year ago. The freight blockade in the west is being relieved a little because receipts of wheat are increasing at Winnipeg. There is lots of room for improvement. Wheat loaded on cars in November is still on the elevator siding, showing among other things that the railways are shorter of engines than cars. Ontario millers seem to be pretty well supplied with western wheat. For Ontario winter wheat the price is 72-73c. The flour millers however appear to be better off than the oatmeal millers. Western oats, upon which for a couple of years the trade has depended almost entirely, are almost unobtainable and Ontario oats are bringing 39-40c. f.o.b. The world's visible supply of oats is less than half what it was a year ago, 11,512,000 bushels, against 26,327,000 bushels.

### MONTREAL.

**FLOUR.**—An advance would not be a surprise at the present, considering the state of the market for wheat. The milling companies report a good volume of business. City and country trade is satisfactory.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 60	4 10
Glenora.....	4 60	4 10
Manitoba spring wheat patents.....	4 10	4 10
" strong bakers.....	2 25	2 30
Buckwheat flour.....	4 60	4 60
Five Roses.....	4 60	4 60

**ROLLED OATS.**—Considerable quantities of rolled oats are being shipped into Montreal to be sold on consignment at present and as a result there is quite a lot of price-cutting going on. The figures given hereunder cannot be regarded as the lowest. It is impossible to give a price which would stand a chance of being the average figure asked. Some are selling as much as ten and even twenty cents below quotations.

Fine oatmeal, bags.....	2 55
Standard oatmeal, bags.....	2 45
Granulated ".....	2 45
Gold dust cornmeal 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 25
" 80-lb. bags.....	2 05
" bbls.....	4 90
Choice boiling peas.....	1 00 1 10

**FEED.**—Demand continues excellent, but dealers can do very little business owing to the scarcity of cars, which is still a very hard problem to solve, according to the railway companies. Prices are steadily maintained.

Ontario bran.....	21 50	22 50
Ontario shorts.....	22 50	23 00
Manitoba shorts.....	22 00	22 50
" bran.....	21 50	22 50
Mouillie, milled.....	24 00	24 00
" straight grained.....	25 00	28 00
Feed flour.....	1 30	1 35

### TORONTO.

**FLOUR.**—Prices have advanced in sympathy with the rise in wheat. Ex-

port is now on a basis of 2.70, slow freights, but there is not much business doing, the market seeming to be a little out of line. The domestic trade continues very good, with a little increased buying against the rise.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85 " ".....	4 10	4 10
Strong bakers.....	3 80	3 90
Winter Wheat.		
Straight roller.....	3 60	3 70
patents.....	3 60	4 00
Blended.....	4 10	4 10

**CEREALS.**—The rising grain markets are forcing the prices of products upward. Western oats, which millers

### SPRAGUE

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

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

Receivers and Shippers of Oats.

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

### QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR**  
**BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

### Success and Quality

always go hand in hand. The Grocer who recommends **Our Barley** recommends a sure trade-builder.

A post-card brings you interesting news.

**JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.**

Coarse } **PEARL BARLEY** **SACKS** { 98 lbs.  
Fine } { 49 lbs.

WRITE FOR QUOTATIONS

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

**SALT—SALT**

ALL THE BEST BRANDS. FULL STOCKS

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

The GRAY, YOUNG & SPARLING CO., Limited

**SALT**  
**MANUFACTURERS**

Granted the highest awards in competition with other makes.

**WINGHAM ESTABLISHED 1871**

### Are You Content?

with the flour you are handling?

If not, get a shipment of

**Anchor Brand**  
**Flours**

and see how pleased your trade will be

For prices and information write to

**LEITCH BROS.**  
**FLOUR MILLS**

Oak Lake, Man., Canada



have come to depend on pretty largely, are practically unobtainable east of the lakes, and the supply of Ontario oats is limited. Millers are now paying 39c. to 40c.

Rolled wheat in barrels, 100 lbs.....	2 40	2 50
Rolled oats, in wood, per bbl.....	4 85	4 95
" " in bags, per bag 90 lbs.....	2 30	2 40
Cracked " " in bags, per bbl.....	5 00	5 20
Cracked " " in bags 98 lbs.....	2 50	2 61

**WINNIPEG.**

FLOUR—Prices are quoted as follows:

Five rose.....	2 30
Harvest queen.....	2 05
Medora.....	1 65
Royal household.....	2 31
Glencora patents.....	2 05

**JUST ARRIVED**

Special direct shipment of

- No. 1 Labrador Herring**
- No. 1 Newfoundland Herring**
- No. 1 Caspe Herring**

Quality the very best.  
Prices are right.  
Order before supply is exhausted.

**J. & R. McLEA**

Wholesale Fish Dealers

23 Common St. MONTREAL

48 Highest Awards In Europe and America<sup>a</sup>

**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.

**Walter Baker & Co., Limited**  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

Manitoba strong bakers.....	1 65
Hudson's Bay Hungarian patent.....	2 30
8 rathoons.....	1 30
Leader.....	1 75
Purity.....	2 30
Three star patent.....	2 95
Maitland bakers.....	1 65
Huron.....	1 50

**THIS IS ENTERPRISE.**

The Woodstock Government Cold Curing Station has been leased for a number of years to the MacLaren Imperial Cheese Company for cold storage of cheese.

The company will take over the station on the first of April. Five years ago the Dominion Government opened four curing stations at Woodstock, Brockville, Cowansville and St. Hyacinthe. A campaign of education has made such headway, that the government does not consider it necessary to operate curing rooms at the public expense for a longer period, accordingly the government advertised for tenders to rent the Woodstock plant.

There were five tenders received, one from Embro, two from Woodstock, and one from the C.P.R. The MacLaren Imperial Cheese Company's tender was accepted. The principal reason why the MacLaren Imperial Cheese Co. are desirous of procuring cold curing rooms, is that they are great believers in possessing the finest quality of cheese, and as the Woodstock section produces this, and as the company are specialists in the curing or developing of cheese, this new addition to their various other plants shows another step forward of Canadian enterprise. In addition to their procuring this plant, they have purchased the Wellesley Cheese and Butter factory, where they will enter into the manufacture of all high grades of cheese, and amongst other productions will be several new specialties in the cheese line that heretofore Canadian manufacturers have not undertaken.

The claim is often to be heard that Canadian cheese is not up to the English standard, but while this may be true where carelessness is shown in manufacturing, MacLaren Imperial Cheese Co. from their wide experience and splendid connections are determined to produce a quality of Canadian cheese that will not be equalled or surpassed by any cheese made in any country. They believe that with good pasture and good cows, and if the cheese is properly manufactured and well cured and cared for, that no Canadian product will give better results than well-made and well-cured cheese. The company, therefore, are determined to put themselves in a position that as far as factories and proper rooms for developing and curing cheese are concerned, no time or money will be spared.

The farmers about Bobcageon have formed the Kawartha Butter Mfg. Co., with D. Logan as president, and capital of \$600. They will install a plant in a portion of the cheese factory and be ready to operate by March 1st.

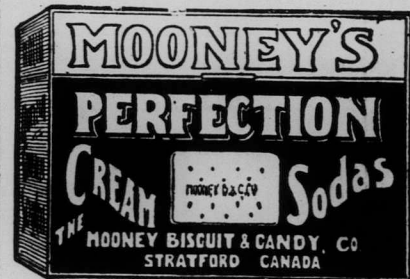
**The Acme of  
Biscuit Goodness**

is reached and concentrated in

**Perfection  
Cream  
Sodas**

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary it is a well attested fact. Of course this means



are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that their goodness is lasting.

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

**PERFECTION CREAM SODAS**

We guarantee satisfaction  
(3 lbs. cards or tins)

Put name on your order list now.

**THE Mooney  
Biscuit & Candy  
Company,  
LIMITED.**

Stratford, Canada



Known and  
Loved for  
**SIXTY  
YEARS**

**COX'S GELATINE**

needs no introduction.

It is one of the old institutions of all English-speaking lands.

**PURITY and STRENGTH** are the watch-words of the makers.

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

Cultivate your Biscuit trade by ordering

**McLAUHLAN'S**

**Cream Soda Biscuits**

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



We can't tell you all the goods things about

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-ler)

in an ad—

**CAILLER'S** needs one trial **ONLY** to prove to you its absolute superiority over all Swiss Milk Chocolates.

Ask your jobber for it, or write

General Agent for Canada

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

We beg to advise the Grocers of the Dominion that we are making the finest

## Milk Chocolate

produced in the world, and are using pure Canadian Milk.

## Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., Limited**  
**TORONTO**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The strongest argument you can advance for the use of

# MOTT'S

"Diamond" and "Elite"

## Chocolate

is that for all purposes where Chocolate is used **Mott's** has for over a quarter of a century held the confidence of the Canadian consumer.

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

## All is Well When They're Southwell's



You are enabled through a stock of

### Southwell's Jams and Marmalades

to win permanent high-class, good-paying trade.

Being used by the King, Southwell's goods need no credentials as to quality.

Order Southwell's. Order right away.

**Frank Magor & Co.**  
**MONTREAL**

Canadian Agents for Southwell's Jams and Marmalades.



**Words are Good if Backed-up  
by Deeds** —Roosevelt

Every grocer in Canada knows that much.

The majority of grocers in Canada know that our advertisements are backed up by facts.

**McINTOSH'S FAMOUS BRANDS OF CEREALS**

are known all over the Dominion, and known favorably.

The people of Canada believe that

“Swiss Food,” “Beaver Oats”

and

“McIntosh's Crown Brand Rolled Oats”

are all representative of the quality of the cereal industry.

**P. McINTOSH & SON**

Toronto, Canada

**CANADA FLAKES**



**25 Cent Household Package**

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

**WHEN YOU WANT A SUPREME TEST**

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

Judged by these tests

**PURITY FLOUR**

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

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



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense.

**A WOMAN'S LOGIC**

“John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee.”

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument—carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

“Premier Hungarian”  
“White Rose” and  
“Royal Patent” Brands

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

Order direct or from our nearest agent.

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

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



## RETAILERS UNITE TO MEET MAIL ORDER COMPETITION

**Bold Step Taken by Six Merchants of Cartwright, Man.—Appeal to Local Pride and Offer to Meet Outside Prices.**

Six retail stores in Cartwright, Man., have amalgamated to form a joint stock company, the objects in view being to restrict the credit system and to enable the Cartwright stores to meet the competition of the big catalogue houses. This is a new way of dealing with a couple of problems with which almost every dealer is confronted, and the trade in all parts of the Dominion will be interested in watching the measure of success or failure which may attend this novel experiment.

Cartwright is a small Manitoba village of about 500 population, serving a rich and prosperous farming community. Its merchants would have found business conditions quite satisfactory were it not for two things, viz., they could not escape allowing long credits to their customers, and many of these long credit customers were sending their cash to Winnipeg and Toronto to the catalogue houses. It is an old story, a story which may be duplicated in almost any part of Canada. The local store gives credit to its customers and



R. F. MOORE, PRESIDENT.

they, being ungrateful and unappreciative, send their cash, when they have it, to the catalogue houses in the city. In one week it is said that one catalogue house took \$1,200 in cash from the little village of Cartwright.

Confronted with these conditions, the Cartwright dealers have taken a bold step, the results of which it is too early yet to predict. Six firms—Moore & Hills, McKenzie & Byce, L. H. Phillips, Wm. Gemmill, W. Macklen and Cannon & Pickell—have formed a joint stock company, to be known as "Merchants Limited." In a circular letter to their customers these firms announce that the new company is capitalized at \$50,000, divided into shares of \$100 each, and that any farmer or private individual may purchase these shares to the extent of \$500. R. F. Moore is president and general manager; Wm. Gemmill 1st vice-president; L. H. Phillips, 2nd

vice-president; and J. J. Hill secretary treasurer.

### To Fight Department Stores.

In the circular to their customers announcing their new departure the promoters do not disguise the fact that one of their main objects is to fight the city department store. To quote from their circular:

"We would impress strongly upon our patrons that this company is not formed for the purpose of inflating prices or restraining trade; on the other hand, it is formed expressly to enable us to compete successfully with catalogue houses.

"On account of the merger we shall be enabled to buy on the very cheapest available markets, and to save local freights, as practically all our stocks can be bought in car lots. This fact will allow us to sell goods very much cheaper than under present conditions. We would recommend any person who entertains any doubt on this point to from time to time compare our prices with those ruling in adjacent towns."

### The Department Idea.

The new company—Merchants Limited—is in fact a new department store, nothing more, nothing less. Its departments are not all under one roof, but it is not impossible that that may come in the future. For the present, stocks have been consolidated and rearranged, groceries being in one store, hardware in another, and so on. To fight the mail order department of the department store in Winnipeg, another department store has been formed in Cartwright. That is the gist of the whole matter.

### Against Credits.

But the department store in Cartwright is not to be conducted on exactly the same lines as a city department store. For example, while it is out to fight the credit system it is not insisting upon a strictly cash system of doing business. Credit is being given but only according to a given system. A customer who wants credit must secure a coupon book good for a stated amount, say \$10 or \$25. In order to get this book he must give Merchants Limited his note for the amount; he is allowed credit in no other way. When he buys goods on credit he pays for them with his coupons. Bookkeeping expenses are thus eliminated and in their advertising the new firm are making a strong feature of this point. Reduced expenses, they say, will allow a reduction in retail prices.

### The Produce Question.

Evidently the new company purposes grappling with the produce question as it presents itself to every country store. This is a problem which never confronts the city department store and the country department store has to blaze a trail of its own.

Every country dealer, whether in Western Canada or Eastern Canada knows the difficulty of handling butter and eggs and other farm produce satisfactorily. Competition among rival

# MAPLE SYRUP



Small's Selected delivered is worth per case of 24- $\frac{1}{2}$ s \$7.70.—12- $\frac{1}{2}$ s \$7.25—6-1s \$7.00. Every grocer should have some continually in stock. It gives tone to the shop.

Packed in kiln dried boxes.

Each Tin wrapped in tissue.

PRODUCT  
CANADA  
MAPLE  
EXCHANGE

At All Jobbers



IT IS PRACTICAL

CRE-MO should be in all shops.





Established in 1842

HOW MANY CASES DO YOU WANT?

**STRAWBERRIES 2s.**

Bowlby's, Heavy Syrup, - - \$2.50 doz.

DON'T WAIT TILL THE LAST MINUTE.

LOPEZ and DUKATE Jan. 23, 1907  
BILOXI, Miss., U.S.A.  
Car Erie, 107,800 - - to Montreal, P.Q.  
Every Can Guaranteed

1,500 Doz. Imperial Oysters - - 5 oz.  
350 " " " - - 10 oz.  
200 " L. & D. 1 lb. Pickled Shrimps  
100 " No. 11-2 Kingfisher Pick Shrimps  
50 " No. 11-2 L. & D. Dry "

The brand of goods that will sell. Prices have advanced, we are in a position to quote special prices.

A Nice Cup of Tea (Japan) Will make you smile if you use

**"OWL CHOP" No. 50 Japan**

**"HAWK CHOP" No. 500, Japan**

These two lines are without exception the best on the market to-day, at the price we are selling.

WE CAN PROVE THIS.

WE ARE SELLERS.

We are offering several lines of goods at reduced price, we will let you know.

SATISFACTION GUARANTEED.

**L. CHAPUT, FILS & CIE**

Wholesale Grocers and Importers of Teas, Wines and Liquors  
Agents for Libertyville Crystal Spring Water

2, 4, 6 and 8 DeBresoles St. - - Montreal



stores has often forced dealers to pay for butter and eggs a higher price than they can get from the wholesale produce houses. Of course payment is made in goods upon which there is a profit, but the practice is suicidal nevertheless. The customer who pays cash should get the discounts, not the customer who pays in produce which costs time, trouble, and money to handle. Moreover there is seldom in the country store any efficient method of grading butter, and because he does not want to offend an otherwise good customer many a merchant pays for poor butter as high a price as he pays for the first-class article.

Merchants Limited announce that all butter is to be graded and paid for according to quality; and it may be presumed quite safely that prices for produce will not be more than the market value. A big, strong concern can grapple with a problem of this kind and solve it satisfactorily.

**Probable Outcome.**

What will be the outcome of this venture? What will be the attitude towards it of the farmer and the general public? These are moot questions and time will give the only satisfactory answer.

In the meantime it seems that the general public in Cartwright are disposed to regard the new move with approval. Merchants Limited are making a strong bid for local sympathy and they are appealing to local self interest in a convincing way. They state that they are prepared to compete with the catalogue houses and that they invite

comparison of prices. In the course of their circular announcement they say:

"We feel that our patrons will agree with us that these departmental stores are drawing on the resources of the small towns and building up the cities. This it is evident cannot be for the weal of people residing in the country and on farms, for it is generally admitted that a good town helps materially to enhance the value of adjacent farm lands; therefore we would ask your co-operation and we will prove to you that you will be benefited in dollars and cents."

The obvious danger is that the public will view the elimination of competition in Cartwright with profound distrust. Everything will depend upon the manner in which the consolidated business is managed. This paper will follow the new venture and from time to time will publish news of its success or failure.

**SEEING THE WORKS.**

W. G. Kyle, Toronto representative; Stanley Wharton, representing the western districts; J. P. Murray, Ottawa; and P. G. Armour, Maritime Provinces, with Miss Vance, their demonstrator, were given a trip to Boston by the Lowney Company recently. All were through the Boston factory of the firm and were royally entertained during their stay in the Hub by Walter M. Lowney.

Lowneys have issued a splendid new cook book containing recipes of every description. Maria Willet Howard is the author.

**SOLVING A DIFFICULTY.**

The problem of hired help is just as difficult in the Maritime provinces as in any part of Canada. The people of Kings County and Kentville, N.S., are grappling with it through their Boards of Trade. A joint meeting was arranged and widely advertised. A paragraph of a dodger sent out reads: "Adjutant Jennings, Salvation Army Immigrant and Transportation Agent, will address the meeting and will arrange with persons requiring help, indoors or out, to secure the same from the first steamer arriving at Halifax March 14th."

This is an example of aggressive Board of Trade work.

**HAD A GOOD YEAR.**

The annual meeting of the shareholders of the Canada Brokerage Company, Limited, was held at the Toronto offices of the company on January 30th and a most satisfactory statement of the year's business was read.

A dividend of ten per cent. was paid on preferred stock and five per cent. on the common stock, besides which the rest account was again increased by the addition of a substantial sum.

Needless to say, after such a handsome showing, the old board of directors was re-elected.

James Adams has joined the traveling staff of the Lowney Company and will in future cover the Provinces of Alberta and Saskatchewan.

**A Proclamation  
TO  
The Grocers of Canada**



*Be it known to all Honest Dealers that:*

We guarantee our Brands of MAPLE SYRUP and SUGARS to be the purest, most wholesome and best ever marketed in the Dominion of Canada.

Our SYRUPS and SUGARS are nothing more and nothing less than the pure concentrated sap of the maple tree. As a surety of purity we carefully analyse every drop of the product canned or bottled in our establishment. It would be impossible for you to claim too much for them.

**N.B.** We would like your opinion of our guarantee. If you can show us how to make it stronger you will please us greatly.

**THE MAPLE TREE PRODUCERS' ASSOCIATION  
WATERLOO. P.Q.**

We sell it for you and give you a profit worth having—as large as you like to make it.

**Mathieu's Syrup  
of Tar and Cod Liver Oil**

is extensively advertised throughout Canada. It is our salesman in print that enters thousands of homes.

When the people come to your store to buy it, be ready for them. Give them what they ask for. Sell them Mathieu's Syrup of Tar and Cod Liver Oil—it is a profit-maker. By-the-way! Send your renewal order right along now.

*Here's another good thing—  
Mathieu's Nervine Powders,  
They sell like fury all the year round.*

FOR SALE AT ALL DRUGGISTS' AND GENERAL STORES

**J. L. MATHIEU CO.  
PROPRIETORS  
SHERBROOKE . P.Q.**



# "LUCERNA"

BRAND

## 22 Tons of Swiss Milk Chocolate

direct from

### Switzerland to Winnipeg

#### OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.  
No other House has Anything Like it.  
It's a Delicious Sweetmeat.

#### OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND  
PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE  
NOT ALREADY REPRESENTED

## JOHN BEARNS, LIMITED

OF LONDON, ENGLAND

Canadian Headquarters, 11 Bank of Hamilton Chambers, Winnipeg, Man.



# FRUITS, VEGETABLES AND FISH

Opening of Lent Brings the Fish Men a Rushing Business—Cold Weather a Good Ally—Big Fruit Shipment Due To-day.

This week's markets belonged to the fish trade. The opening of Lent has brought with it an extraordinary demand. The two days preceding Ash Wednesday were record-breakers, the cold weather helping things along in fine style. A good range of fish is being offered, and all lines are in good supply.

There is considerable alteration of prices in the fruit market, although none are of great importance. This week will see the arrival in Toronto of one of the largest shipments of fruit ever brought in at one time, and present indications are that it will not take long to dispose of it.

Vegetable trade is comparatively quiet.

## MONTREAL.

**GREEN FRUITS.**—Oranges and lemons are selling freely enough at quotations, but there is not a great demand for other lines. Apples are lower this week, \$4 being the outside price asked. Pineapples and lemons are higher, as are also Almeria grapes, which are now quoted at \$10.50.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	
"    jumbo	2 25	
Cocoanuts, per bag of 100	4 25	
Pineapple, crate	4 50	4 75
Tangerines, half box	2 75	3 00
Apples, bbl	3 00	4 00
Lemons	2 00	3 50
Mexican oranges, box	2 40	
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl	4 75	
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 13
Cranberries, Cape Cod, per bbl	8 00	11 00
"    Canadian, bbl	7 50	8 50
"    frozen, bbl	4 00	5 00
Florida grape fruit, box	4 50	
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 50	12 00

**VEGETABLES.**—Vegetables are not moving out very rapidly, business being limited. Prices are now, as they usually are in the winter months, too high to permit much buying except for the high-class trade. Vegetables obtainable at reasonable and even low prices in the summer time become luxuries beyond the reach of the average individual when they have to be imported. Several changes are noticeable in quotations this week.

Parsley, per doz. bunches	0 75	
Sage, per doz	0 60	
Savory, per doz	0 60	
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl	1 75	
Florida tomatoes, crate	4 50	
Turnips, bag	0 75	
Water cress, large bunches, per doz	0 75	
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate	6 50	
Radi hes, doz	0 50	
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	2 75
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb	8 50	
"    bbl	8 50	
Jersey sweet potatoes basket	2 50	
Spanish onions, crate	2 50	
"    56 lb cases	0 95	
Red onions, bbl	3 50	3 75
"    bag	1 75	
Beets, bag	0 75	
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Horsedialish, lb	0 15	
Rhubarb, doz. bunches	0 80	
New Orleans shallots, doz	0 60	

**FISH.**—Business is booming in fish. Orders received by fish merchants are very large and the assortment asked for shows that the Lenten trade this year

is going to be large. The prices, taken as a whole, are firm. Some changes will be noticed in this week's quotations, mostly advances. Steak cod and codfish are both up 1/2c. Mackerel is a little easier and is selling at 10c. Fresh haddock is obtainable at 6 1/2c. a pound. Small whitefish are now on the market; good demand is reported at 7 1/2c. to 8c. No. 1 salt eels, live lobsters and large green cod are no longer obtainable. Oysters are selling freely at figures hereunder quoted.

Fresh and Frozen Fish	
Fresh haddock, express, per lb	0 06 1/2
Halibut, " " "	0 08 1/2 0 09
Grass pike, " " "	0 05 1/2 0 06
Steak cod, " " "	0 05 1/2 0 06
Mackerel, large, " " "	0 10
Dore, " " "	0 04 1/2 0 05
Cod fish, " " "	0 07 1/2 0 08
Small sturgeon " " "	0 07 1/2 0 08
Small wh tench, per lb	0 07 1/2 0 08
Flounders, per lb	0 45 0 00
R. C salmon " " "	0 08 0 09
Qual salmon " " "	0 07 1/2 0 08
Smelts " " "	0 08 1/2
New tomcods bbl	2 15
Frozen herring, large, bbls. 300 fish per 100 fish	2 10
"    less than bbls, per 100 fish	2 20
"    medium per 100 fish	1 40 1 50
Smoked and Salted	
St. John hogs, " "	1 20
Haddies, in 15-lb boxes per lb	0 07 1/2
Kipperd herring, half boxes	1 20
Smoked herring, per lb	0 11
Yarmouth loasters box	1 20
Skinless cod, 100 lb. cases	5 50
Boneless, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05 1/2
Boneless fish, 25-lb. boxes, per lb	0 04 1/2
Boneless cod, per lb	0 08 0 09
Dry cod in bundles	6 50
Oysters	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal	1 60
Malpaque shell oysters, bbl	8 00
Oyster pails, pints, per 100	1 00
"    quarts, " "	1 25
Boiled lobsters, medium, per lb	0 15
Pickled fish	
No. 1 Labrador herring, per bbl	5 50
"    per half bbl	3 25
No. 1 N.S. herring bbls	5 00
"    half bbls	3 00
No. 1 Mackerel per pail	1 75
No. 1 Lake Trout, 100 lb. kegs	5 00
No. 1 Sea trout, bbls	10 50
No. 1 Sea trout, half bbl	5 75
Laborator salmon	
"    "    in bbls	12 00
"    "    tierces	16 00
"    "    in 1/2 bbls	6 50
No. 1 green cod, in bbls. of 200 lbs.	7 50
Small " " "	5 75
No. 1 Haddock, bbls. 60 lbs	7 00
No. 1 turbot, bbls 200 lbs	8 00

## TORONTO.

**FRUIT.**—Orange quotations are considerably altered this week, all lines being a trifle lower, with the exception of Mexicans, which are slightly advanced. Valencia prices range from \$3.25 to \$4.25, but special quality stock is being offered this week at from \$4.25 to \$5.50. Sovieuto oranges are quoted at \$2.50 per case of 300. A special shipment of bananas is offered at \$1.10 to \$1.25. Cranberries are another 50 cents less per barrel.

Oranges, Jamaicas, per bbl	4 50
"    per box	2 50
"    Florida, 12's-21's	2 75 3 00
"    Mexican 12's-21's	2 15 2 35
"    Tangerines, half box	3 25
"    Valencias, 42's and 71's	3 25 4 25
"    navels, 9's, 25's	2 50 3 50
"    marmalade, 160's 200's, 210's, per box	2 25 2 50
Grape fruit, 46's 80's	3 25 4 50
Lemons, California, boxes	3 50 3 75
"    Messina, 300's-350's	2 50 3 00
Pineapples, Florida and Cuban, 30's and 24's	4 00 4 50
Apples, snow	2 00 3 00
"    Spies	3 25 4 25
"    Baldwins	2 00 2 50
"    Greenings	2 00 2 50
"    Kings	2 00 3 00
Bananas, per bunch	1 50 2 00
Red bananas per bunch	3 50
Cranberries, per barrel	9 00 9 50
"    crate	3 25 3 50
Strawberries, per qt.	0 65 0 75

## THIS WEEK

600 boxes Messina Marmalade Oranges

600 boxes Messina Lemons

The finest brands of NAVELS are quoted out on our price list.

## GRAPE FRUIT

Can recommend our brands highly to the trade.

## CRANBERRIES

We are offering a fancy lot of new arrivals, free from frost, and sound.

## BANANAS

Free from chill. Will pack your order carefully.

McWILLIAM

**Mc. AND E.**

EVERIST

25-27 Church St., TORONTO

# An Enviably Rep.

We got one by seeing that every box we branded Golden Flower, contained strictly extra Fancy Redlands Navels, which makes us say with all seriousness—if you have a high-class trade you want this brand. Ask your dealer.

Grown and packed by  
**REDLANDS GOLDEN ORANGE ASSN.**  
Redlands, California



VEGETABLES.—The vegetable market shows very little alteration. Onions again show an advance, while cucumbers are somewhat cheaper.

Potatoes, De awares, per bag	0 85	0 90
" Ontario	0 75	0 75
Sweet potatoes, per hamper	2 00	2 00
Onions, Spanish, per large case	3 00	3 25
" small case	1 00	1 00
" Yellow Danvers bags	1 40	1 40
" Canadian, per bag	1 75	1 75
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz bunches	0 35	0 40
Lettuce, Boston large, per doz heads	1 50	1 50
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz	0 50	0 50
Cucumbers h-t house, per doz	2 25	2 25
Mushrooms, imported, 1-lb. boxes, per lb	1 00	1 00
Beans, white, prime, bush	1 40	1 50
" hand-picked, bush	1 50	1 50
" Lima, per lb	0 08	0 08
Watercress, per doz bunches	0 25	0 25
Tomatoes, Cuba, per 6 basket crate	5 00	5 00
Tomatoes Florida, per 5-lb. basket	1 00	1 00
Peppers, per basket	1 25	1 25
Parsley, per doz	0 20	0 25
Parsley Jumbo bunches, per doz	0 75	0 75
Turnips, per bag	0 35	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz	5 75	5 75
Squash, per doz	1 00	1 25
Leeks, per doz	1 25	1 25
Pumpkins per doz	0 75	1 00
Parsnips per bu-h	0 50	0 50
Sage, savor, thyme, etc, per doz bunches	0 10	0 10
Fancy Baltimore spinach, per hamper	1 25	1 25
Oyster plant, per doz bunches	0 40	0 40
Artichokes per bag	1 00	1 50
Rhubarb, per doz bunches	1 25	1 40

FISH.—The end of the season has lowered the price of Labrador herring somewhat. No. 1 smelts, fresh haddock and cod are also cheaper this week, while lake herrings are slightly advanced.

Fresh halibut	0 18	0 18
Haddock, fresh caught, per lb	0 05 1/2	0 05 1/2
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 10	0 10
Ciscoes per basket	0 10	1 25
Striped bass, per lb	0 10	0 10
Bone fish, per lb	0 10	0 10
Frozen mackerel	0 10	0 10
Home cured bladders, per basket	1 25	1 25
Eastern salmon, per lb	0 20	0 20
Finnan haddie, per lb	0 07 1/2	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	2 90	3 00
" " " " " " " "	5 50	6 00
Frozen Halibut, per lb	0 10	0 10
Pink salmon, per lb	0 19	0 19
Red "	0 10	0 10
Fancy Montreal white fish, per b	0 10	0 11
Smelt, No. 1, per lb	0 09	0 09
" extra, per lb	0 15	0 15
Lake Superior herrings per lb	0 08 1/2	0 14
Pike, per lb	0 08	0 08 1/2
Yellow perch, per lb	0 25	0 25
Kip cured herrings	2 25	2 25
Sea herrings per 100 count	0 05 1/2	0 06
Goldeyes, per lb	0 05 1/2	0 06

FISHING FOR PEARLS IN CANADA.

Many Beautiful Gems Have Been Taken From the Icy Streams of Ungava.

In the mighty streams flowing through Ungava, Canada, a profitable pearl industry is carried on among the Indians and Eskimos. Barrenness and desolation, rocky shores beaten by an icy sea, long winters and short, inclement summers are the chief characteristics of that northern land.

Signs of human life are scarce there, but at intervals may be seen rude huts

**DRIED APPLES**  
BRIGHT, DRY STOCK  
WANTED  
**O. E. ROBINSON & CO.**  
INGERSOLL  
ESTABLISHED 1888

**HOME GUARD BRAND**

MESSINA

**LEMONS**

AND

**MARMALADE ORANGES**

9 CARS

of these goods are due to-day at our Toronto and Hamilton Houses.

If you want the best order Home Guard Brand

**WHITE & CO., Limited**

TORONTO and HAMILTON

**B. | L. | ST. NICHOLAS | O. | E.**

**LEMONS.** 2 carloads fancy stock this week.

Sun Brand, 300s, 360s,	-	-	\$2.50 per box
Eagle " " "	-	-	2.75 " "
St. Nicholas " " "	-	-	3.00 " "

MARMALADE ORANGES, VALENCIA ORANGES, CHEAP.

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

Cor. West Market and Colborne Sts.

**ARRIVALS THIS WEEK**

ONE CAR FANCY CALIFORNIA NAVELS  
Fine color and excellent quality  
ONE CAR VALENCIA ORANGES  
Ordinary and large 420s, fine quality and cheap

ONE CAR FANCY BANANAS  
Also CALIFORNIA CELERY - OYSTERS - HADDIES, Etc.

**HUGH WALKER & SON GUELPH, ONT.**

**SPECIAL FOR THIS WEEK**

Fancy Florida Oranges, all sizes, \$3.00  
Car fresh packed Jersey Cranberries, fine stock, \$7.50 per barrel  
Redlands, Highlands, California Navel Oranges, all sizes,  
Signal Brand, - \$3.25  
Warrior Brand, - \$3.00

**MONTREAL FRUIT EXCHANGE**

195 MCGILL STREET, - - - MONTREAL

**BANANAS**

exclusively the year around.  
Best fruit Properly crated Lowest prices

**JOSEPH BROWN & SONS**  
29 and 31 Youville Square  
Montreal



**IT'S A MONEY MAKER**

every time, but you will never know it if you never try it. Catalog tells all.

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



# BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

**Oakville Basket Co.**  
Oakville, Ont.

## The Grocer Knows

That the people insist on our

### Pure Apple Juice

while the most fastidious of his customers know that our

### Jams and Jellies

are amongst the purest and the best on the market.

A post-card brings particulars.

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

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

of rocks erected by whale and seal hunters long since departed for more profitable fields.

In the rushing waters of the streams which empty into the sea, pearls are found hidden in the shells of the mussels, which are often so plentiful as to partially block the river. Unlike the pearls of Ceylon, they are snowy white, but nevertheless of the finest quality, although a certain percentage are irregular in shape.

Those who visited the shore of the Ungava streams often wondered why people before them had collected so many mussel shells, but it devolved upon a well read ne'er-do-well to discover that pearls existed in those shells.

He was sitting on the banks of one of the rivers when he picked up a mussel and pried it open with his pocket-knife, and was surprised to find a good sized pearl, which he afterwards sold for a good price, and although he spent several weeks hunting for others, those he managed to find did not bring him \$5 for the lot.

At the present time several hundred men are engaged in systematically hunting for the pearls. They collect the mussels and pile them in heaps, where they are left until decomposed, and then the pearls are easily extracted from the shells. Several large jewelry houses send travelers on periodical visits to buy these pearls, and, of course, the Hudson's Bay Company's traders get a fair share of the gems.

Recently two pink pearls, beautifully matched, were discovered in the same shell. They weighed about fourteen grains apiece and were sold for \$140 to a New York dealer.

Pearls worth as much as \$1,000 for a single stone have been found there, but such finds are exceedingly rare. However, a large number of men are making good profits searching the mussel shells, but none is making a great fortune.—N.Y. Herald.

Don't stop to sing "Bringing in the Sheaves," but go out and get a bunch.

## OUR BUSINESS

IS

# Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

## We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

## We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

**Fruits, Green and Dried, and Nuts are our Specialties.**

**Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.**

C. & F. prices given for car lots.

**FRED<sup>K</sup>. FISHER & SONS**

**St. Magnus House, Monument St.  
LONDON, ENGLAND**

## SHIP TO US

We pay highest market prices for

## DRIED APPLES

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

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

Packers and Exporters

**7 and 9 Market Street,  
HAMILTON**

**W. S. LOGGIE CO., LIMITED**

**CHATHAM, N.B.**

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



## Mr. Grocer! It's Strictly Up to You

to make every chance customer a permanent one by pushing the famous

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

All I ask is that you allow me to place before you convincing proofs of every claim I make for my Jams and Jellies. They are the purest, most wholesome and best manufactured in Canada. Once your customers know the goodness of **E.D.S. Brand Jams and Jellies** they'll have none other.

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

**E. D. SMITH'S FRUIT FARMS,  
Winona, Ont.**



## HAMILTON PRESIDENT UPHOLDS MR. BECKETT

Hamilton, February 5th, 1907.  
Editor Canadian Grocer, Toronto, Ont.

Dear Sir,—The Hamilton Retail Grocers' Association were very much surprised at the uncalled for and sarcastic criticism of a Toronto retailer on Mr. H. C. Beckett's address to the Hamilton Retail Grocers' Association on "The Cost of Doing Business." I am charitable enough to believe that had the writer of same taken the trouble to get at the facts, he would have hesitated about making any reference to the intelligence of Hamilton retailers.

As president of the Hamilton association I feel it would be unfair to Mr. Beckett to let the matter go unnoticed, as Mr. Beckett evidently has done.

In the first place, it may be explained that the Hamilton association has monthly meetings to which they invite some member of the trade to give them an address, or paper, on any subject of interest that would be of profit to the members of the association. The paper in question was by special request with a suggestion that the statements be as strong as possible, with a view to creating a keen and lively discussion.

In introducing the subject, Mr. Beckett made reference to the fact that his remarks would undoubtedly be taken exception to by many present, but believed that after a full discussion, much benefit would result. In the preparation of the paper he stated that his figures were prepared from information supplied by many retailers upon whom he had called, and he also directed attention to his statement that, roughly speaking, not more than five per cent. of the retail grocers succeeded, but qualified the remark by explaining that success in business in his opinion meant accumulating a sufficient sum by fifteen or twenty years of hard work to retire and live comfortably. Unfortunately I believe the statement to be correct.

The address, in the opinion of the trade, was the best we have had, and instead of resentment, a cordial vote of thanks was tendered. That is how we treat people in Hamilton. Mr. Beckett has always been willing and anxious to do all in his power to assist in any way in advancing the interests of the trade with which he is identified, either wholesale or retail. The retail trade of Hamilton, generally, are on the most friendly terms with the wholesalers and recognize the fact that both branches of trade have their place in business, and that the rights of each should be considered.

The trouble seems to be that some retailers are never satisfied to let either the wholesale trade or their neighbors in the retail business, make a fair margin of profit. The price cutting so frequently indulged in is responsible for nearly all the evils, such as short weight, inferior goods, inferior service, and dishonest methods. There certainly is a future for the retailers by organization and a live and let live policy, and, much to the credit of some manufacturers, they insist upon the proprietary articles being sold at a standard price. This plan has two advantages. It gives the retailer an opportunity to make a small profit, and prevents any individual from cutting prices and thus, indirectly, injuring the manufacturer,

for it is a common sense proposition that if a proprietary line of goods has to be sold at cost by the retailer, the manufacturer will soon notice a falling off in the trade of that line.

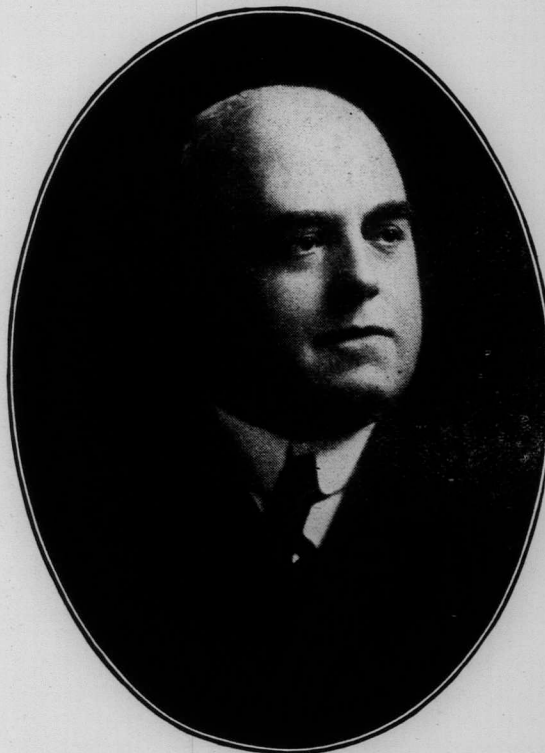
In conclusion I would suggest that letters to the grocer should be over the name of the writer. Come out in the open.

Yours truly,  
WM. SMYE, Jr.,  
Hamilton.

grapher, a fifth is bank cashier, a sixth is an undertaker, and still a seventh is an insurance agent. Until her recent resignation Rev. Caroline E. Angell was for eighteen years pastor of the Universalist Church at Norway. Mrs. F. W. Sanborn is responsible for the appearance of the Norway Advertiser, the local weekly. This by no means completes the list of successful business women of Norway.

### GOLD STANDARD MOVE.

The Codville-Georgeson Co., Winnipeg, moved their stock last week into the



WM. DOBIE,

President, E. W. Gillett Co., Limited, Toronto.

Wm. Dobie is the maker of the E. W. Gillett business in Canada. Every grocer is interested in him for he is a personal equation in every grocery business. The picture of him contained in this journal of two weeks ago did not do The Canadian Grocer justice. The fault was with the photograph, not with the engraver or printer. In justice to itself and its readers The Grocer herewith presents a portrait of Mr. Dobie that gives a pretty good idea of the man whom few grocers in Canada

have not done business with. Personality is often forgotten in the rush of trade and when a business becomes great its early struggles are lost sight of. The head of the E. W. Gillett Co. is an important personage in the manufacturing and trading interests of Canada, but looking at his portrait the reader of The Grocer can better appreciate the ability, courage and indomitable energy of Wm. Dobie, and the qualities required in the making of this great business,

### BUSINESS WOMEN IN A MAINE TOWN

(From the Lewiston Journal.)

If Norway ever should have a mayor the chances are ten to one a woman would hold the office. The Oxford County Village of 1,500 inhabitants has more than a score of women managing progressive lines of business. The town physician is a woman. A woman is justice of the peace. A woman manages a dry goods store. Another is a photo-

new warehouse which they have built on Victoria St., at the foot of Portage Ave. The offices will not be moved from the old building for a few days.

The new warehouse is a handsome large building with seven storeys and a basement. In all there will be 2½ acres of floor space or at least three times the floor space in the old building.

The world is full of wealth and possibilities, the hustlers are after both.



# THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

## THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

1907

FISH

FISH

FISH

*The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned*

**SARDINE S  
KIPPERED HERRING  
FINNAN HADDIES  
PURE BONELESS FISH  
PURE BONELESS COD**

*also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.*

Correspondence cheerfully and promptly acknowledged

**Connors Bros., Limited**

Black's Harbour, N. B.

## 6 Reasons for Buying and Selling King Oscar Sardines

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless.
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

**John W. Bickle & Greening**

(J. A. HENDERSON)  
Canadian Agents, HAMILTON



# SUPPLIES FOR LENT

**F  
I  
S  
H  
  
A  
N  
D**

**O  
Y  
S  
T  
E  
R  
S**

You can't do business without the goods, and you can't make your profits unless you do the business. Your stock of fish and oysters should be complete for the Lenten trade. If it is not, we're the people to make it so. A few suggestions :

- Frozen Large Sea Herring**
- Frozen Sea Salmon**
- Salt Labrador Herring**
- Salt Labrador Salmon**
- Frozen Halibut**
- Pure Boneless Cod**
- Skinless Cod in cases**

Mind, these are only a few lines. We carry the largest stock in Canada. You will be interested in our price list.

**Branches :**  
ST. JOHN, N.B.  
GRAND RIVER  
GASPE

**LEONARD BROS.**

*Wholesale Fish Dealers*

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE  
TELEPHONES

**STOCK TAKING** being over, what about fish for **LENTEN TRADE?**

## **BONELESS CODFISH**

PACKED AS FOLLOWS :

**H.F. CO.**—In 1 and 3-lb. boxes, and shredded

**SCOTIA**—In 2-lb. boxes, and 1-lb. tablets

**CHEBUCTO**—In 1 and 2-lb. bricks

**WOODSIDE SKINLESS**—50 and 100 lb. boxes

*All good profit makers.*

*Write or see our nearest Agent—*

**Montreal—A. A. Perry, 6 St. Sacrament St.**

**Toronto—Anderson Powis & Co.**

**Hamilton—Alfred Powis**

**London—Wm. G. Coles & Co.**

**Ottawa—Frank Grierson**

Or write us direct. We can interest you

# **HALIFAX FISH CO.**

LIMITED



- ☞ I will prepay express on an assortment of 500 of my cigars to any new customer in 1907.
- ☞ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.
- ☞ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.
- ☞ I bring the goods to your counter, give you time to prove they will "make good." I take all the risk.
- ☞ If you want a better offer let me hear it, as I have not been able to "think it up."

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

☞ NOTE—This offer not necessary to 1906 customers as they all order in 1,000 lots and upwards.

**"The moment a man takes to the pipe he becomes a philosopher."**

That's true. The man who smokes is even-tempered, a lover of the square deal, and a good man to have as one's debtor. He pays his bills cheerily and it's a pleasure to do business with him.

An observant grocer writes about

**T. & B.**

in this strain: "Of all tobaccos I have ever handled **T. & B.** seems to please and delight most of all. That tobacco has made new customers for me by the score. You express the goodness of **T. & B.** very pertinently from the grocer's standpoint, when you say

**'Tobacco sells more than Tobacco'."**

---

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



HERE AND THERE WITH THE TRADE

The Minton-Barber Co., Bloor street, west, Toronto, has assigned.

A. Hilker, Underwood, is offering his business for sale. He intends going west.

Moyer & Sons, Spadina Ave., Toronto, have sold out to Jas. Kerr, formerly of Wingham.

Perey Millman, of W. H. Millman & Sons, was in Ottawa last week on business for the firm.

Geo. Moffatt, of the Davidson & Hay sampleroom, Toronto, took a week off to nurse the grippe.

J. F. Brownscombe, Uxbridge, has added groceries to his branch dry goods store in New Liskeard.

Thos. Lock, of Foley, Lock & Larson, wholesale grocers, Winnipeg, was in Toronto last week.

Lucas, Steele & Bristol, Hamilton, are offering a "drive" in canned peas. Peas are great sellers this year.

W. J. Carruthers, Baltimore, has been considerably improving his store. He has one of the best businesses in the vicinity.

A. V. Bradley, Spadina Ave., Toronto, has taken his brother Joseph into partnership, and the firm name is now Bradley Bros.

Lucas, Steele, & Bristol, Hamilton, are offering some red sockeye salmon at a cut price. As soon as this lot is gone it's all off.

A traveler told The Grocer he thought seven-eighths of the grocers take stock annually. The other eighth keep the assignees going.

R. Scott & Co., Mount Forest, are holding their annual clearing sale. They are making things hum and have 23 clerks employed.

John Gibb, for years a prominent grocer of Elora has sold his grocery stock to Mr. Campbell, and opened a coal and wood office in same town.

Lucas, Steele & Bristol, Hamilton, have not yet advanced the price of teas. Their present quotations may, therefore, be said to be special.

W. T. Oak, formerly a G.T.R. conductor, has started a grocery business on Bloor street west, Toronto. He has a nice store and is doing well.

H. A. Hodgson of Hodgson Bros. & Rowson, Montreal, is in the States this week. Arthur Hodgson, of the same firm, sails for England February 16.

E. A. Dalley, of the F. F. Dalley Co., has been appointed one of Hamilton's license commissioners. As he is a 2 in 1 man he ought to make a shining success.

Babcock Bros., Oshawa, have sold their building and are looking for other premises. They got a good offer for their present property, but it necessitated their removal within a month.

Castor & Davey, Aurora and Schomberg, have dissolved partnership, and the business will be continued by T. T. Caster. Mr. Davey contemplates going west, but he will live retired for a while.

The J. E. Costin Co., Ltd., is the name of a new firm in Montreal which has taken over the wine and liquor and canned goods business formerly carried on under the name of Claudon & Co.,

at 749 St. Denis street. The new concern is capitalized at \$75,000.

W. J. Cameron, Southampton, has decided to sell out and go to the Northwest. He has had the business four or five years and has made a good thing of it, but he made a visit to the west and caught the fever. He will either run the stock off or sell it en block.

The T. Upton Co., Ltd., are just in receipt of two carloads of Seville bitter oranges containing over four hundred half chests of as fine marmalade oranges as were ever brought to Canada. These oranges will be used exclusively in the making of Upton's orange marmalade and all orders are now being filled with new season's goods.

A. E. Gurney, manager of the Wm. Beatty Co., store Parry Sound, was waited upon at his home about Christmas time by the employes and was made the recipient of a very handsome morris chair as an indication of their appreciation and good will. Mr. Gurney is very popular with both staff and customers.

Fire, caused by defective electric wiring, did \$5,000 damage to the grocery store of Peebles, Hobson & Co., King and Macnab streets, Hamilton, on Jan. 30. The blaze was very difficult to get at, and the firemen had to move hundreds of pounds of goods in order to reach it. Much damage was done by the smoke, owing to the nature of the stock, and the meat department was practically out of business for a day or so.

Pickles & Mills, Annapolis, N.S., have dissolved partnership by mutual consent. F. W. Pickles takes over the vessels and shipping interests of the firm and will carry on that branch under the firm name of the F. W. Pickles Company. A. D. Mills and C. W. Mills take the other assets and will carry on a lumbering and general business under the firm name of A. D. Mills & Sons, in which firm A. E. Mills has been admitted a partner.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

old by all the Wholesale trade

**CLAY  
PIPES**

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

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

Merchants from all parts of the  
Dominion are welcome at

**JOS. COTE'S**

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco  
Biscuits. Confectionery  
Moderate Prices. Prompt Delivery.

Office and Sample Room, 188 St. Paul St.  
Warehouse, 119 St. Andrew Street

Phone 1272  
Branch: 179 St. Joseph St.  
Phone 2097

**QUEBEC**

**All First-Class Grocers**

Handle

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**



**BUSINESS MEN IN MUNICIPAL LIFE**

No. 11

One of the foremost figures in the business and municipal life of the city of Chatham, is Ald. Wm. Potter, who has just been re-elected for the fifth time to the municipal council of the Maple city.

Though a native of Quebec city, Ald. Potter has been a resident of Chatham for thirty-seven years, and few men are in closer touch with its interests than he. After receiving a full public school education, he took up the machine and boiler business in Chatham. Having conducted this successfully for several years, he later entered the grocery business, and is now just rounding out his twentieth year in the trade, as the proprietor of a combined grocery and meat market, conducted under one roof, which is one of the most flourishing concerns in the Maple city.

Ald. Potter has always taken a keen interest in the city's affairs. He was a member of the fire department under the old volunteer system; and had the honor to be one of the few selected for the first paid fire department in the city. He did not join, however, till a year after the organization was founded, when he served most efficiently as foreman, on many occasions being acting chief. The insight he thus gained into the business of fire-fighting proved invaluable in after years, when, as chairman of the fire, water and light, and later of the property committee of the council, he was called on to supervise the department in which he had formerly served.

Always keenly interested in musical affairs, Mr. Potter was president and business manager of the Chatham City Band when that organization was one of the best known amateur organizations in the country. In the band he was euphonium soloist.

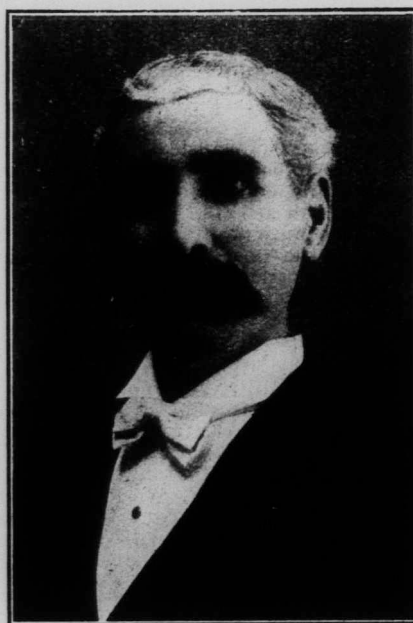
Ald. Potter first entered municipal life in 1891, in which year he was elected to the town council under the ward system, being re-elected for 1892. He then retired, remaining out of municipal life till 1905, when, in response to the solicitations of many friends, he consented to stand for the city council (now elected by general vote), and in the ensuing contest went in with flying colors. In 1906 he was again re-elected; and has just now been returned to the council for a fifth term.

During his tenure of municipal office, Ald. Potter has served on some of the most important committees of the council. In 1891 he was chairman of the parks and cemeteries committee; and in the subsequent year was chairman of the fire, water and light committee, becoming also chairman of the waterworks committee upon the introduction of a waterworks system into the city. On re-entering the city council in 1905, he became once more chairman of parks and cemeteries; and in the following year was chosen chairman of the public property committee, one of the largest of the civic committees, having control

of the fire, electric light and police departments, as well as all the city property. He has just been re-appointed for a second term chairman of this committee.

Ald. Potter has always been a warm friend of the Canadian Grocer, being one of its earliest subscribers in Chatham. He has continued a subscriber ever since. "The Canadian Grocer will always have a warm spot in my heart," he says.

Ald. Potter was one of the first to urge the formation of a grocers' organization in the city; and is now the president of the grocers' branch of the local Retail Merchants' Association. "It behooves every merchant, no matter how busy, to spare some time in the interests of his city; for what are the city's interests are the merchant's interests," such has always been his motto.



ALD. WM. POTTER, CHATHAM.

**FAST HOCKEY.**

**Brokers Win From Jas. Lumblers & Co. in Toronto Grocery League.**

The fastest and most exciting game ever played in the Toronto Wholesale Grocers' League was pulled off on Friday night at Varsity rink, between the Brokers and Jas. Lumblers & Co., before a large crowd, well representing the wholesale grocers. Brokers won by two goals to one. The score indicates how close the game was, in fact it was anybody's game in the first half, although in less than three minutes Lumblers scored their first, and only goal, from a mix-up in front of the nets. This was the only goal scored in the first half, giving Lumblers a lead at half time. The checking was so close that neither team could play much combination. In the second half the teams started to rough it a bit, and had it not been for the strictness of Referee Gordon Humphrey, several of the wholesale houses might have been short handed the next morning. After five minutes play in the second half Percy Millman made a zig-zag rush down with the puck and passed to Billie May, who shot and scored the

Brokers' first goal. This tied the score and caused great excitement. Shortly after the puck was faced A. Millman and Gee wanted to show their strength and were sent to the boards for two minutes. Hard play continued for ten minutes, then Morrow came down with the puck, passing to Ade Millman, who passed Lumblers' heavy defence, then passing to Billie May, who shoved the rubber into the nets for another goal; score, Brokers 2, Lumblers 1. This finished the scoring. Both H. Ferguson and Wess Lumblers played a wonderful game in goal.

If the Brokers win their next two games they will again carry off the Tillson Trophy.

<b>Brokers</b>	<b>Jas. Lumblers &amp; Co.</b>
H. Ferguson goal	Wess Lumbers
C. Morrow point	Tom Kerr
P. Millman cover point	S. Oliver
H. Thompson rover	F. Lumbers
A. Millman left wing	Corrigan
Tom Webber centre	Gee
W. W. May right wing	Humphrey
Referee—G. Humphrey.	

**ORGANIZE FOR PROTECTION.**

**Dealers of Redvers, Sask., United to Fight Credit—Money Scarce.**

The dealers in Redvers, Sask., have recently organized a Trades' Protection Association in order to deal with the evils attending the long credit system. The car shortage has caused a scarcity of ready cash and outstanding accounts have become so large that the Redvers merchants have decided the time has come for drastic measures. Under the circumstances the strictly cash method of doing business is not considered practicable, but some curtailment of credit is considered absolutely necessary. At a formal meeting of the Redvers dealers the following resolution was passed:

"That we form the Redvers Mutual Protective Association.

"That the following be elected officers pro tem: President, John Carter; secretary-treasurer, R. Douglas; executive committee, T. King, John Dodds and Richard Curle.

"That the object of this association shall be to overcome to some degree the evils of the credit system and protect ourselves against the abuse of it.

"That each member doing credit business shall furnish monthly to the secretary-treasurer a list of customers' names which shall also show the indebtedness of each party named.

"That the secretary is to record in his books, to which all members shall have access at any time, the total indebtedness of members debtors, which has been incurred with any or all of the members.

"That a special committee be appointed to draft a circular which shall define the amount due by each individual who has been placed on the book of the association, and who shall receive by mail a copy of said circular.

"That we communicate with merchants doing business in other surrounding districts with the view to their co-operation and also to forward the extension of the association to other towns and places in Saskatchewan."



## "Let Every Tub Stand On Its Own Bottom"

The great trouble, however, is that a lot of Tubs are so made that they can't stand long enough to warrant their expense. The wood is not properly kiln-dried, the hoops loosely rivetted and the finishing so poorly done that they warp, hoops drop off and they go to pieces.



### A "Cane-made" Tub or a "Cane-made" Pail

has every detail of manufacture so closely looked after that *a perfect article* is the result.

Pin your faith to "CANE'S BRANDS"

# UNITED FACTORIES, LIMITED

## TORONTO, CAN.

Established Over 50 Years

## DARLING & BRADY

Manufacturers of

**Fine Laundry Soaps,  
Concentrated Lye,  
Laundry Chips,  
Broken Caustic, Etc.**

SAMPLES AND PRICES  
ON APPLICATION

96 St. Charles - Montreal  
Borromeo Street.

## Spreading the Gospel of Cleanliness

You are doing that, Mr. Grocer, every time you feature our special product.

## Wonderful Soap

The soap called "Wonderful" is just as near perfection as human carefulness and ingenuity can make soap.

Shrewd Grocers will appreciate the pecuniary value of as perfect a soap as **Wonderful** to them.

Manufactured by

## The Guelph Soap Co.

GUELPH, ONT.



# Here

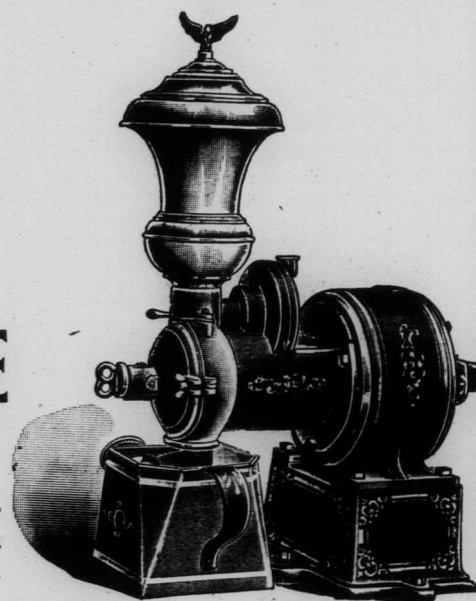
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

## THE ENTERPRISE

### Electrically Driven Coffee Mill

The  $\frac{1}{4}$  H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize  $\frac{1}{4}$  lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



#### HOW ABOUT YOU?

A few weeks ago we asked this question, "Can you afford to carry on business without a

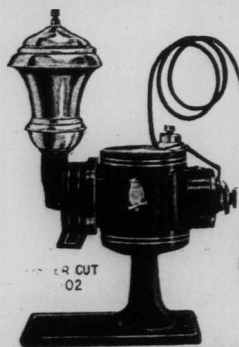
### Duplex Counter Check Book?

A few hundred grocers have decided that they couldn't since then. Can you?

The Carter-Crume Company, Limited  
Toronto and Montreal



### ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

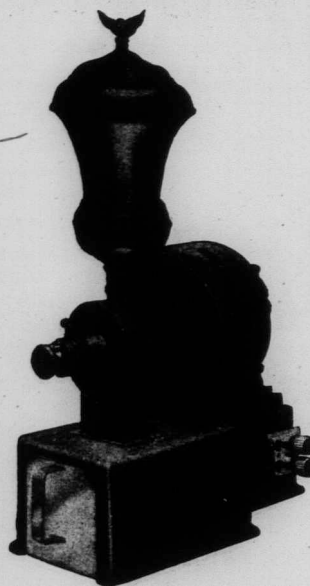
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

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

Write for Catalog and prices

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

## COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders  
Wear Longest

Grinding  
Capacity

Granulating 2 lbs.  
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

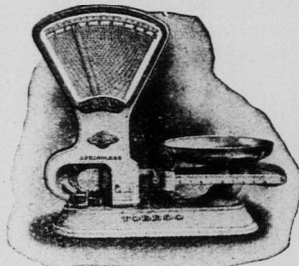
Fodhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., Londo n, Ont.



## TOLEDO COMPUTING SCALES

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



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

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

### TRADE WITH ENGLAND

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

### "Commercial Intelligence"

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

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

## GOOD GROCERY FIXTURES should provide for—



EFFICIENCY of Service.  
 ECONOMY of Space, Time and Labor.  
 CONVENIENCE to Dealer and Customer.  
 CLEANLINESS that prevents waste and loss.  
 INTERIOR DISPLAY that Encourages Buying.

## "WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

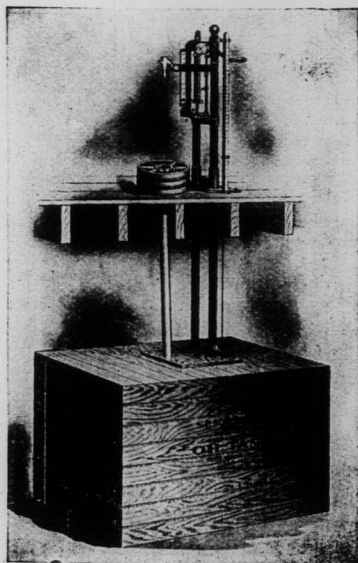
**THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.**

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg

SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sas

## BIGGER OIL PROFITS



CUT No. 1  
 CELLAR OUTFIT  
 ONE OF FIFTY STYLES

Are you making any profit on your oil business? Are you making all the profit you ought to make? Or are you losing oil and money through leakage, evaporation, over-measurement and other causes that always accompany the use of the old-fashioned tin tanks or leaky barrels?

You can stop these losses at once and make a good profit on your oil by simply installing a **Bowser Self-Measuring Oil Storage Outfit**. With the Bowser these losses are impossible, because the tank is leak and evaporation proof and the pump accurately measures any desired quantity and pumps it directly into the customer's can.

If you want to sell clean oil from a clean store, and at the same time make a good profit, you want a Bowser. Write for free catalogue B, which has full descriptions of the many Bowser Outfits.

**S. F. BOWSER & CO., Inc.**

66-68 Fraser Ave. TORONTO



**REFRIGERATORS**  
 FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

## Do You Want to Buy

**A BOILER, ENGINE OR MACHINERY?**

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

**CANADIAN MACHINERY**

TORONTO MONTREAL



# The New Thought in Business

Whilst you as a grocer, venerate the ancient and honorable firms who in pioneer days catered to your father and your grandfather with the old style goods put up in the old style way, to-day in the face of keen competition you turn to the manufacturer of modern goods put up in the modern way. Your customers are on the lookout for the "latest and best." To serve them, to keep pace with the times, your endeavor is to give them the greatest possible value.

Therefore when buying

## Pickles, Sauces, Marmalades Canned Fish

your safeguard is the name on the label—

# Maconochie

It stands for quality the highest, and consistent with it the lowest possible price—provision being made to give you a substantial profit.

You can order a cask, 12 dozen of Maconochie's Goods, assorted, from any wholesale grocer. Shipment to be made in April from London, thus ensuring the delivery of perfectly fresh goods.

respo  
Groce

Cook's F  
Size 1, h  
" 10, l  
" 2, l  
" 12, l  
" 3, l  
Pound 1  
12-oz. th  
5-lb. "

Diam  
1-lb. tin  
1-lb. tin  
1-lb. tin

Cases.  
4-doz...  
3-doz...  
1-doz...  
3-doz...  
1-doz...  
1-doz...

Ocean E  
"  
"  
E  
C  
F



Royal  
"  
"  
"  
"

arrels-  
cent

Clevela  
"  
"  
"  
"

Barrels  
cen

Crown  
1 lb. tin  
1 lb. "  
1 lb. "

Keen's  
In l  
Beckitt  
Beckitt  
Gillett's  
Nixon's



# 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.

February 15, 1907.

## Baking Powder.

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

W. H. GILLARD & CO.

Brand	Per doz.
Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

## IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	8 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " 1/2 lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case.	0 78
Freight paid 5 p.c. 20 days.	

## MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 lb.	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

## ROYAL BAKING POWDER.

Sizes	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 40
6 oz.	1 85
1 lb.	2 55
12 oz.	3 35
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

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

## CLEVELAND'S BAKING POWDER.

Sizes	Per Doz.
Cleveland's-Dime	\$0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

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

T. KINNEAR & CO.

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

## Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 18
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.	0 02 to 0 10

## Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz. or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20	
per gross.	

## JAMES' DOME BLACK LEAD.

Size	Per gross.
6a size	\$2 40
2a size	2 50

## Cereals

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



## PETERBOROUGH CEREAL CO.

Canada Flakes	
" Eng. ish	
36/10s.	\$2 85

Canada Flakes	
" " " " " "	
2 1/2 s.	5 00
5-case lots 4 90	

Freight prepaid on 5-a-e lots assorted.

## Chocolates and Cocoas.

### THE OOWAN CO., LIMITED.

Cocoas—	
Perfection, 1/2-lb., per doz.	\$2 40
" 1/2 lb., " "	1 75
" 1/2 lb., " "	0 90
" 1/2 lb., " "	0 37
Soluble, No. 1 5 and 10-lb. tins per lb.	0 20
" No. 2 5 and 10-lb. tins "	0 18
Special quotations for cocoa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.	\$0 40
Vanilla, 1/2's	3 35
Parisian 8a per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.	\$0 30
Diamond, " "	0 25
Special Diamond, 1/2's, " "	0 22
" 8's, " "	0 22
" 8's, " "	0 30

The following unsweetened:

Perfection, 1/2's, per lb.	0 30
" Flat cakes, per lb.	0 30

### Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream in 1/2-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

### Confections—

Cream bars, 60 in box, per box	1 81
6 in box per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
Crystallized " 1/2 lbs., per doz.	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
36 in box, per doz. cakes	0 35

### FRY'S.

Chocolate—	per lb.
Caracolas, 1/2's, 5-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 5-lb. boxes	0 42
Pure, unsweetened, 1/2's, 5-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

### Cocoas—

Concentration	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1/2 lb. " "	4 50
" " 1 lb. " "	8 25
Homoeopathic, 1/2's, 14-lb. boxes	
" " 1/2's, 12 lb. boxes	

### EPPE'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 37
Smaller quantities	0 35

## BENSNDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case	per doz., \$ 90
" " 2 " " "	2 40
" " 1 " " "	4 75
" " 1 " " "	9 00

JOHN P. MOTT & CO.'S.  
R. S. McIndoe, Agent, Toronto.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
Arthur Nelson, Vancouver, B.C.



Item	Per
Elite, 1/2's	\$0 32
Prepared cocoa, 1/2's	0 30
Prepared 1/2's	0 28
Mott's breakfast cocoa, 1/2's	0 40
" " " "	0 38
" No. 1 chocolate, 1/2's	0 31
" Navy " " "	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 21
" Confectionery chocolate, 2 1/2c. to	0 31
" Sweet Chocolate liquors, 2 1/2c. to	0 35

WALTER BAKER & CO., LIMITED.

Item	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 7
Breakfast cocoa, 1/2's and 5-lb. tins	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, 1/2-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 1
Cracked cocoa, 1/2-lb. pkgs., 5 lb. bags	0 34
Caracas tablets, 100 bundles, tied 5a, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LONEY CO.

Canadian Branch, 165-171 William St. Montreal

Item	Per lb.
Breakfast cocoas—	
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins 78c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins 38c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins 26c.	

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs.	32c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	32c.

Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	28c.
100 2-cent pieces in box, each	\$1.25

Vanilla sweet chocolate—	
100 2 cent. pieces in box	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	26c.

Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	22c.
19-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " "	22c.

### Gold Medal chocolate powder—

5 1/2 lbs. 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

### XXXK chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins in case	25c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquettes (20)	1 50
20c. " " (10)	2 42

## Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Brand	Cases	Doz.
"Eagle" brand (4 doz.)	\$6 00	\$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—  
"Peerless" brand evap. cream.. 4 75 1 20  
" " hotel size ..... 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 65  
"Reindeer" brand per case (4 doz.).... 5 60



## Coffees.

JAMES TURNER & CO. Per lb.

Mocca	\$0 33
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 13

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
Mocha	0 27
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandeling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 63
100 lb. delivered in Ontario and Quebec.	
Rio No. 1, 40-lb. boxes	0 15
Condor I, 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 30-lb. boxes	37c.
" IV, 30-lb. boxes	35c.

## Cheese.



Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	2 40

## Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Quantity	Covers and num.	Coupons
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.



TO MAINTAIN A STANDARD

# RISING SUN AND PASTE

STOVE POLISH STOVE POLISH

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

## CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF  
**STORAGE**



FREE OR IN BOND  
Custom's Bond No. 5  
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL



"EAGLE" brand  
Condensed Milk

A few truthful words  
are worth an hour's debate.

### Borden's Brands

are the Best in make, style, price  
and selling quality



(Unsweetened)  
"PEERLESS" brand  
Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

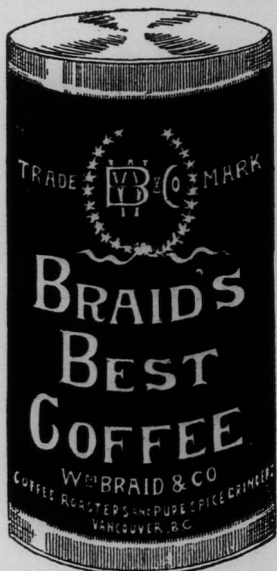
Scott, Bathgate & Co., Winnipeg, Man.

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



# WM. BRAID & CO.,

Importers of TEAS, COFFEES and SPICES



## THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

### BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled. Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

# WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "



Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

#### Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles	1-oz., case of 2 doz	Per case.
"	" 2 "	\$3 20
"	" 4 "	4 50
"	" 20 "	4 75
"	" 20 "	9 00

#### Infants' Food.

Roblason's patent barley

1-lb. tins	\$1 25
" 1-lb. tins	2 25
" groats 1-lb. tins	1 25
" 1-lb. tins	2 25

#### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00

Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails	0 07
30-lb. wood pails	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	0 07
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

#### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 09½
1-bbls.	0 10
Tubs, 60 lbs.	0 10
Pails	2 05
20-lb. tin pails	1 95
Cases 3-lb.	0 10½
" 5-lb.	0 10½
" 10-lb.	0 10½

#### Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

#### Lye (Concentrated).

GILKETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

#### Mince Meat.

Wethey's condensed, per gross net

per case of doz. net	\$12 00 3 00
----------------------	--------------

#### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

#### E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
" 1-lb. tins	0 35
" 1-lb. tins	0 32½
4-lb. jars	per jar 1 20
" 1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
" 1-lb. tins	0 23
" 1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

#### Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 10-lb.	4 25

#### Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

#### Sauces.

Worcestershire, Holbrook's, small, per doz.

	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

#### Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 50. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

Per case.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

#### Soap and Washing Powders.

GUELPH SOAP CO.

1 case. 5 case.

Royal City Soap (bar)	2 50 2 40
Peerless Soap (bar)	2 50 2 40
Standard Soap (cake)	2 40 2 30
Crystal Soap Chips, per lb. 5c.	

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 90
" black	15 30
Oricle soap	10 30
Gloriola soap	12 00
Straw hat polish	10 30

#### Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	\$0 46½
No. 1 " 3-lb.	0 42
Canada laundry	55
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Eggs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel	per box 1 25 to 3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½







IT'S VERY GOOD

BATGER'S

STRAWBERRY  
JAM

Is made from the finest Kent Strawberries, great care being taken to keep the Fruit Whole.

The result is a jam that not only looks well and sells fast, but is really delicious.

Put up in a very attractive new style square jar. Four dozen to a case. Well packed; no breakages.

Order a case of your jobber, or  
Rose & Laflamme, Montreal and Toronto

Goodwillie's  
Sun-  
Kissed  
Fruits



Packed in  
Glass Jars only,  
retaining all the  
**FRESHNESS** and  
**FLAVOR** of the  
Fruits.

ROSE & LAFLAMME, Agents  
MONTREAL and TORONTO

Save money on

MATCHES

It's easily done—order a  
trial lot of our matches.  
The prices are RIGHT, the  
quality the BEST and your  
profit the LARGEST.

We save you money on  
freight.

The Improved Match Co.,

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

If the  
Canned Goods  
you buy

are packed in tins manufac-  
tured by us they are contained  
in the most perfect cans made  
on this continent.

We use only the finest

British tin plate—our machinery  
is the most modern and com-  
plete—and we guarantee every  
can we make.

Acme Can Works  
MONTREAL



CLASSIFIED LIST OF ADVERTISEMENTS.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Kingsry Mfg. Co., Cincinnati.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Webb, Harry, Co., Toronto.

**Brooms, Brushes and Woodenware.**  
United Factories, Limited, Toronto.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Windsor, J. W., Montreal.  
Turner, James & Co., Hamilton, Ont.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails.**  
Warrington, J. N., Montreal.

**Cocoas and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Barnes, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

**Concentrated Lye.**  
Gillett E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

**Couster Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.  
Crain, Rolla L., Co., Ottawa

**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. J., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
Tanguay, Alf. T., & Co., Quebec.

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

**Financial Institutions & Insurance**  
Bradstreet Co.

**Fish.**  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
Halifax Fish Co., Halifax.  
James, F. T., Co., Toronto.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Todd, J. H., & Son, Vancouver, B.C.  
Wee MacGregor & Co., Toronto.  
Win sor, J. W., Montreal.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Ozo Co., Montreal.

**Fluid Beef.**  
Bovril Limited.

**Foreign Importers.**  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.

**Fruits—Dried, Green, and Nuts.**  
Belleville Fruit & Vinegar Co., Belleville.  
Brown Bros. & Sons, Montreal.  
Chouillou, C. A., & Co., Montreal  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Y Barrondo, J. V., & Co., Bordeaux, France.  
Fisher, Frederick, & Sons, London, Eng.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Redlands Golden Orange Ass'n, Redlands, California.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds**  
Alexander Milling Co., Ltd., Brandon.  
Greig, Robert, Co., Toronto.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros., Oak Lake, Man.  
Mackay, J. Co., Ltd., Bowmanville, Ont.  
McIntosh, P., & Son, Toronto.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers' Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Bourque, T. A., & Co., Sherbrooke, Que.  
Chouillou, C. A., & Co., Montreal.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinneer, T. Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers' Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fittings.**  
Mattell-Stewart Co., Ltd., Montreal.  
Walker Bin and Store Fixture Co., Berlin.

**Jams, Jellies, Etc.**  
Batger's—Rose & Ladamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's—Rose & Ladamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax N.S.  
Honeyman, Haultain & Co., Regina.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose Jaw.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.  
Scott, Bathgate, & Co., Winnipeg.  
Taylor, W. A., Winnipeg.  
Thomas, J. P., Quebec.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.

**Matches.**  
Improved Match Co., Montreal.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wethey J. H., St. Catharines.

**Office Supplies.**  
Business Systems Ltd., Toronto.  
Copeland-Chatterton Co., Toronto.  
Crain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto.  
Universal Systems, Toronto.

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.  
Douglas, J. M., & Co., Montreal.  
Holbrook & Co., London, Eng.  
Ozo Co., Montreal.  
Hudon, Hebert & Cie, Montreal.

Lytle, T. A., Co., Toronto.  
Mason, Geo., & Co., Ltd., London, Eng.  
Paterson's—Rose & Ladamme, Montreal.

**Poison, Rat.**  
Common Sense Mfg. Co., Toronto.

**Polishes—Metal.**  
Oakey, John, & Sons, London, Eng.  
Ozo Co., Montreal.

**Polishes—Stove.**  
Nickel Plate Polish Co., Chicago.  
Ozo Co., Montreal.  
James' Dome, W. G. A. Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

**Refrigerators.**  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Gray, Young & Sparring, Wingham, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Shrubs, Trees, Etc.**  
Brown Bros. Co., P.O. Brown's Nurseries, Ont.

**Soap.**  
Guelph Soap Co., Guelph, O. t.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Ozo Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders Ass'n.  
Codville-Georgeson Co., Winnipeg  
Crown Mfg. Co., Toronto.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders Ass'n.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville  
Purnell, Webb & Co., Bristol, Eng.  
Ozo Co., Montreal.  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank, N. K., Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Acme Can Works ..... 67  
Adam, Geo. & Co. .... 2  
Adamson, J. T., & Co. .... 2  
Alexander Milling Co. .... 45  
Allison Coupon Co. .... 4  
American Tobacco Co. .... 2  
Anderson, Powis & Co. .... 2  
Ashley & Lightcap ..... 4  
Baker, Walter, & Co. .... 48  
Balfour, Smye & Co. .... 17  
Barnes, John, Limited ..... 44  
Belleville Fruit and Vinegar Co. .... 54  
Bickle, J. W., & Greening ..... 54  
Blue Ribbon Tea ..... 3  
Bowler, S. F. & Co., Inc. .... 61  
Bradstreet's ..... 4  
Braid, Wm., & Co. .... 65  
Brown, Joseph & Sons ..... 51  
Cailler's Chocolate ..... 44  
Campbell's, R. Sons, inside back cover  
Canada Brokerage ..... 19  
Canada Maple Exchange ..... 17  
Canada Paper Co ..... 4  
Canada Sugar Refining Co. .... 18  
Canadian Cannery ..... 5  
Canadian Press Clipping Bureau, inside back cover  
Capstan Manufacturing Co. .... 34  
Carman, Joseph ..... 2  
Carter-Crume Co. .... 60  
Chase & Sanborn ..... 10  
Chaput, L., Fils & Cie ..... 47  
Chouillou, C. A., & Co. .... 16  
Clark, W. .... 40  
Codville-Georgeson Co. .... 34  
Coles Manufacturing Co. .... 60  
Colson, E. C. & Son, inside front cover  
Common Sense Mfg. Co. .... 34  
Connors Bros. .... 54  
Cote, Joseph ..... 57  
Cowan Co. .... 44  
Cox, J. & G. .... 43  
Davenport, Percy P. .... 34  
Davidson & Hay ..... 10  
Dawson Commission Co. .... 51

Dominion Molasses Co. .... 8  
Dunn, Wm. H. .... 64  
Eby, Blain Co. .... 3  
Eckardt, H. P., & Co. .... 2  
Edwardsburg Starch, outside front cover  
Empire Salt Co., Toronto. .... 54  
Empire Tobacco Co. .... 57  
Enterprise Mfg. Co. .... 60  
Ewing, S. H., & Sons ..... 16  
Fairbank, N. K., Co. .... 20  
Fearman, F. W. Co. .... 38  
Fisher, Frederick & Sons ..... 60  
Fisher, A. D., Co. .... 60  
Gibb, W. A., Co. .... 52  
Gillard, W. H., & Co. .... 18  
Gillett, E. W., Co., Ltd. .... 7  
Gorham, J. W., & Co. .... 2  
Gray, Young & Sparring ..... 13  
Greig, Robt., & Co. .... 13  
Halifax Fish Co. .... 55  
Hamilton Cotton Co. .... 59  
Hamill, Ltd. .... 35  
Honeyman, Haultain Co. .... 2  
Hudon, Hebert ..... 23  
Hughes, A. J. .... 2  
Improved Match Co. .... 67  
James, F. T., Co. .... 54  
James, C. E., & Co. .... 4  
Japan Teas ..... 13  
Jones & Swan ..... 4  
Kingsry Mfg. Co. .... 51  
Kingston "Gleaner", inside back cover  
Kinneer, Thos., & Co. .... 14  
Kirouac, Nap. G., & Co. .... 42  
Lambe, W. G. A. .... 2  
Lefort Importing Co. .... 21  
Leitch Bros. .... 42  
Leonard Bros. .... 55  
Loggie, W. S., & Co. .... 52  
Lucas, Steele & Bristol, outside back cover

Lytle, T. A., Co ..... 7  
McDougall, D., & Co. .... 57  
McGaw & Russell ..... 2  
McIntosh, P., & Son ..... 45  
McLaren's Cooks' Friend Baking Powder ..... inside back cover  
McLaughlan & Sons Co. .... 43  
McWilliam & Everist ..... 50  
Mackay, J. Co. .... 42  
MacLaren's Imperial Cheese Co. .... 2  
Maconochie Bros. .... 62  
Magor, Frank ..... outside front cover  
Manitoba Canning Co. .... 41  
Mason, Geo., & Co., Ltd. .... 9  
Mason & Hickey ..... 34  
Mathieu J. L., Co. .... 17  
Mewburn, L. T. .... 20  
Millman, W. H., & Sons ..... 2  
Minto Bros. & Co. .... 16  
Mitchell H. W. .... 4  
Montreal Fruit Exchange ..... 51  
Montreal Packing Co. .... 38  
Mooney Biscuit and Candy Co. .... 43  
Moose Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 64  
Mott, John P., & Co. .... 44  
National Licorice Co. .... 8  
Nestle's Chocolate ..... 47  
Nicholson & Bain ..... 12  
Nicholson & Brock ..... 47  
Nickel Plate Stove Polish Co. .... 14  
Oakey, John, & Sons, inside back cover  
Oakville Basket Co. .... 52  
Ocean Mills ..... 4  
Ozo Co. .... 6  
Park, Blackwell Co ..... 38  
Paterson, R., & Sons ..... 16  
Patrick, W. G., & Co. .... 2  
Payne, J. Bruce ..... 56  
Peterboro' Cereal Co ..... 40  
Power, B. H. .... 40  
Quance Bros. .... 42

Ratray, D., & Sons ..... 14  
Redlands Golden Orange Ass'n ..... 50  
Robinson, O. E. & Co. .... 5  
Rose & Ladamme ..... 8  
Ryan, Wm., Co. .... 8  
"Salada" Tea Co. .... 7  
Scott, Bathgate & Co. .... 4  
Scott, David, & Co. .... 43  
Shallcross, Macaulay & Co. .... 4  
Smith, E. D. .... 52  
Southwell & Co. .... 59  
Sprague Canning Machinery Co. .... 42  
Standard Brokerage Co. .... 15  
St. Charles Condensing Co. .... 16  
St. Lawrence Starch Co. .... 13  
Stimpson Computing Scale Co. .... 34  
Stuart, Wytsoy & Co. .... 2  
"Sugars" Limited ..... 22  
Symington T., & Co. .... 13  
Taylor, John, & Co ..... 11  
Taylor, W. A. .... 2  
Terminal Warehouse and Cartage Co. .... 64  
Thompson, G. B. .... 2  
Tippet, Arthur P., & Co. .... 1  
Toledo Computing Scale Co. .... 61  
Truro Condensed Milk Co., Limited. .... 40  
Tuckett, Geo. E., & Son Co. .... 56  
Turner, James, & Co. .... 21  
United Factories ..... 59  
Upton, Thos., & Co. .... 14  
Verret, Stewart Co. .... 42  
Walker, Hugh, & Son ..... 51  
Walker Bin & Store Fixture Co. .... 61  
Warren Bros. .... 21  
Warren, G. C. .... 2  
Western Canada Flour Mills Co. .... 45  
Wethey, J. H., outside back cover  
White & Co. .... 51  
Windsor Salt Co. .... 40  
Wood, Thomas, & Co ..... 66  
Woods, Walter, & Co ..... 40  
Woodstock Cereal Co. .... 42



You are...  
 ...complaints are...  
 ...it's easy...  
 ...the use of

## "Cow Brand" Baking Soda

instead of some baking powder of questionable quality?

**Try it, and your complaints will stop.**

"Cow Brand" Baking Soda is absolutely pure.

Sold in packages only, by every dealer in Canada.

**CHURCH & DWIGHT, Limited**



**"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

## THE PEOPLE OF JAMAICA

are now buying...  
 ...United States...  
 ...to buy in Canada...  
 ...know what we can do...  
 ...advertisement...

## KINGSTON "GLEAM"

might bring...  
 ...write for...  
 ...I. C. STEWART,...

## DAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Containers

## 'WELLINGTON' KNIFE POLISH

**JOHN DAKEY & SONS, Limited**  
 Manufacturers of

Heavy, Black Lead, Heavy, Glass and  
 Vital Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

**JOHN FURMAN, - 614 Craig Street  
MONTREAL.**

## You are Interested In Something

*Why not get the best items that are printed on the subject?*

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms-100 Clippings, \$ 3.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

## CANADIAN PRESS CLIPPING BUREAU

222 Mount Street, MONTREAL, QUE.  
 Telephone Main 1255.  
 18 Front St. E., Toronto, Telephone Main 2700

Is Honest...  
 just the Thing...  
 to Make...  
 Business.

## McLAREN'S



The Best Grocers make  
 a point of keeping it  
 always in Stock.

Eng.  
 Montreal.  
 & Co.  
 Ont.  
 s Nur-  
 Man.  
 n, N.B.  
 Ont.  
 lit.  
 real.  
 N.S.  
 Ont.  
 O.  
 ot.  
 Montreal.  
 N.S.  
 elleville  
 g.  
 E.  
 Bags,  
 1, 4  
 5, 0  
 8, 61  
 31  
 8  
 7  
 4  
 4)  
 4  
 52  
 59  
 42  
 15  
 16  
 13  
 34  
 2  
 22  
 13  
 11  
 2  
 ye Co. 64  
 2  
 1  
 61  
 ited. 40  
 56  
 21  
 59  
 42  
 51  
 61  
 21  
 2  
 45  
 ack cover  
 51  
 40  
 66  
 40  
 42





“ AND  
STILL  
THEY  
WANT  
MORE  
**BOVRIL** ”

Every Grocer should always keep

“ **BOVRIL** ”

well to the front, it's easy to  
sell and is always

**Good Stock**

# Wethey's Mince Meat

(In Cartons)

has been recognized as the standard of  
Canadian excellence for a quarter of a  
century.

PURE

WHOLESOME

RICH

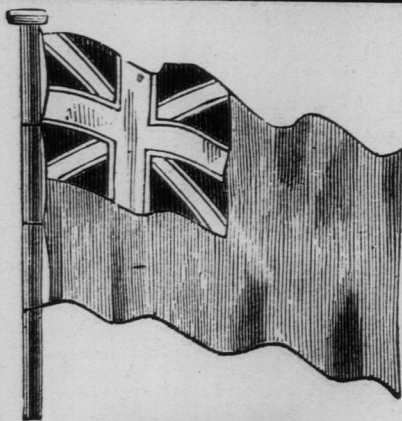
“ ONE TRY SATISFIES ”

If your jobber cannot give it to you  
please write us direct.

**J. H. WETHEY, LIMITED**

ST. CATHARINES,

CANADA



**EMPIRE BRAND**



2 special lines } **Red Sockeye Salmon**  
                          } **Canned Peas**

Subject to being unsold.

Ask our travellers, write or 'phone for prices.

4 Free long distance 'phones.

## It's Tea Time—

time to buy your Teas  
now. We can't delay  
much longer advancing  
our prices. Market  
rising.

## What about Syrup?—

your customers are ask-  
ing for it now. Ask us  
for our brand — rich,  
golden color, delicious  
flavor, fine body and pure  
syrup all through.

## “The Salt of the Earth” **Diamond Crystal Salt**

When that is said, the  
best is said of all salt—  
Order **Diamond Crystal**  
every time.

# Lucas, Steele & Bristol

HAMILTON, ONT.