

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 21, 1906.

NO. 51.

Your store is where your family customers like



RAISED ON IT

to go if they find you take an interest in what is good for them outside of the monetary value of their trade. A suggestion that

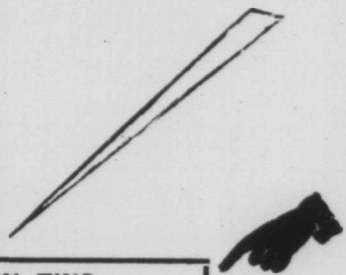
Robinson's Patent Barley

is a food for their children, will be appreciated.

Let us tell you how you can interest them more. Drop us a postal card—

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

Rich
Pure
Golden
Healthy



“Crown” brand



TABLE SYRUP

—The most perfect Corn Syrup
—possible of production.

You can buy it of every jobber.

EDWARDSBURG STARCH CO., Limited

53 Front St. East,
TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

FEATURE IVORINE

"IVORINE" STARCH appeals strongly to the busy and particular housewife.

"IVORINE" makes lasting friends and piles up dollars for you.

"IVORINE" sells easy.

Because you must sell Starch you ought to sell "Ivorine"

Order a Quantity from your jobber to-day.

ST. LAWRENCE STARCH CO.

LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.

LIMITED
Montreal



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.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

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

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

Agents

GEO. MUSSON & CO.

JOHN W. BICKLE & GREENING,

GEO. H. GILLESPIE,

JOSEPH GARMAN,

TORONTO

HAMILTON

LONDON

WINNIPEG

Standard Fish Specialities

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 the brands below mentioned 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

"TYNE" Herring in Tomato

The Choicest of
SCOTCH
that are packed.

This year's pack
is specially
fine.

NO OLD
STOCK.

Codfish Cheese

In 1-lb. tins. Each tin contains
the equivalent of 2 lbs.
of the finest

Newfoundland

Codfish, packed
while hard and
fresh, and is
without
an equal.

One trial will
convince
you.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents
Montreal Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOS, W. I.

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

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

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

HALIFAX, N.S.

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

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

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

MOOSE JAW.

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

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

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

MONTREAL.

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

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

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

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

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

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

TORONTO.

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

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

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

REGINA.

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

(Continued on page 4.)



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Brokers and Agents

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The Passing Year

has been one of success—we hope, with possibly some little failures, but we trust the balance—good and substantial—has been on right side of the ledger of this year's business.

Our volume of trade this year has been larger than ever, and for your share and help towards this we extend our hearty thanks.

We trust that for the coming year **you**, we and all may enjoy continued prosperity, and shall, as in the past, do our utmost to help you along the golden pathway.

We conclude with extending our heartiest wishes for a

Merry Xmas

and

A Happy New Year.

The **EBY, BLAIN CO.,** Limited

TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

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

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



This design a guarantee of quality.

CANADA PAPER CO., LIMITED.

"Headquarters for high grade Fibre and Manilla Papers"

Toronto.

Montreal.

Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.
TORONTO, ONT.

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

Correspondents Wanted

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

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

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Manufacturers' Agents and Wholesale Commission Merchants

REGINA, SASK.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

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

STOCK NOW.



*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**

King's Cross

London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto
30 Hospital St., Montreal

HAULTAIN
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TRANSFER
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SASK.



More Profit
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- MONTREAL

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NOW.
*Sutton's
Worcestershire
Sauce
cannot
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quality
and price*

**G. F. Sutton,
Sons & Co.**
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

Aylmer Boneless Poultry

Every tin **GUARANTEED** to contain only the tender flesh of the fowl with bone removed.

Packed at Aylmer, Ontario, from fowls raised and fattened by the farmers of Elgin especially for the Aylmer factory.

A tin of **Aylmer Poultry** should be in every home for emergencies.

Aylmer Boneless Chicken is especially desirable for chicken salads.

No waste, no dirty kitchens, no tough meat. Ready for immediate use.

Aylmer Boneless Poultry is packed in bevel tins with key opening attachment.

For sale by **all the leading** Wholesale Grocers of Canada.

Read What an Expert Says:

"SUGAR IS ALWAYS SUGAR"

Sigmund Stein, English sugar expert at the International Congress of Applied Chemistry at Rome, said: "One often distinguishes between different kinds of sugar, but in fact the product is one and the same. Sugar is sugar from whatever source or raw material it may be manufactured, but the public distinguishes different kinds and varieties, and are led to this belief by announcements, which I am sorry to say, are circulated for trade purposes, and which advertise the superiority of one type over another. Canada, following the wise lead of the United States, is doing everything she can to encourage a home beet industry."

Mr. Stein did not mean that sugar was not of varying quality. His object was, evidently, to correct the wrong impression that sugar from beet was essentially different from sugar, the product of cane.
—*Canadian Grocer, Nov. 9, 1906.*

We guarantee every pound of

Crystal Sugar

to be equal to any sugar on the Canadian market, and by selling direct to the retail trade we can save money for you.

MAIL ORDERS A SPECIALTY. WRITE FOR OUR PROPOSITION.

THE WALLACEBURG SUGAR CO.,
LIMITED
WALLACEBURG, ONT.

Western Agents, - - - MASON & HICKEY, WINNIPEG

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Yes, another "Salada" Announcement—**BUT!**

it is, this time, to convey to you the important and interesting information that our output thus far for 1906 is more than 22 per cent. in excess of any previous year in our history—
"This is significant."

Wishing all of our friends and patrons a Merry Christmas, Good Health, and a Prosperous New Year.

The "SALADA" Tea Co.
Toronto and Montreal



1906
1852

54 years ago the manufacture of "GILLETT'S GOODS" was begun. From small beginnings our goods are now known from ocean to ocean.

**Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.**
Do you sell them?



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



**A WINNER ALL
THROUGH 1906.**

That is something to be written of the famous

**STERLING
BRAND
PICKLES**

Grocers who know this pickle have no hesitancy in recommending it to the most exacting customers

Made in Canada

The T. A. LYTLE CO.
Limited

124-128 Richmond St. W.

TORONTO, CANADA

THE CANADIAN GROCER

E. NICHOLSON

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, December 21, 1906.

Open Letter to Manufacturers and Shippers

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

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

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

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

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

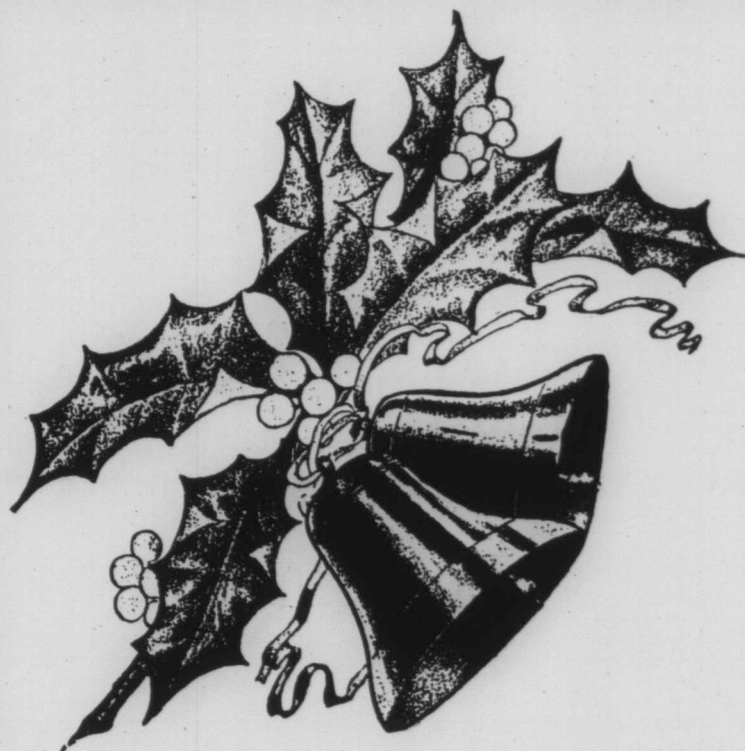
NICHOLSON & BAIN,
Wholesale Commission Merchants and Brokers
WINNIPEG and CALGARY

Established 1862.

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It is a
Pleasure
For Us
To Wish
All our Friends
throughout
the Country
Both
Wholesale
and
Retail

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

The sales of the various lines of our pure maple goods, Syrups, Confections, Jams and Jellies have been enormous during 1906, and indicate the favor with which our goods are received by the grocery trade.

One and all we thank you for your favors during the year just ending.

Should you see fit to continue placing your orders for our goods, as we feel sure you will, we once more assure you that the high standard of excellence which has characterized our goods in the past and made them famous, will be maintained in the future.

All the jobbers in the Dominion now handle our goods.

SUGARS LIMITED, MONTREAL

THE CANADIAN GROCER

We Heartily Wish
A MERRY XMAS
To All.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

The Grocer is often judged by the quality of the Coffee he sells.

The enterprising up-to-date dealer knows the best and orders **Chase & Sanborn's** High Grade Brands.

Chase & Sanborn,
The Importers, Montreal



FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

THE CANADIAN GROCER

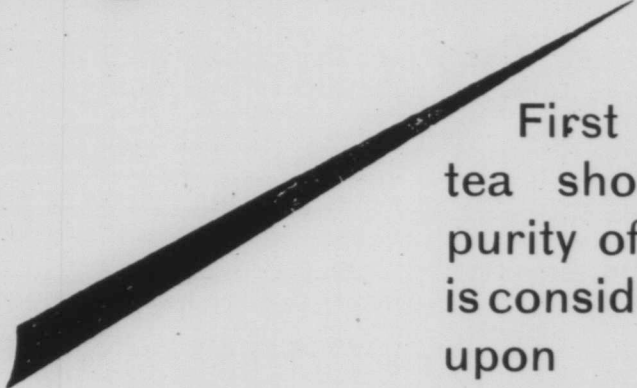
Selected Raisins

Rowley's Finest—Arriving Dec. 26th

Thomas Kinnear & Co.

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

Japan Tea



First and foremost in buying tea should be considered the purity of the article—when this is considered connoisseurs agree upon

JAPAN TEAS

as the highest standard of purity.

Merry Christmas to You

AND WE HOPE THAT YOUR
CHRISTMAS WILL BE AS BRIGHT AS THE STOVES
THAT HAVE BEEN POLISHED WITH

JAMES' DOME LEAD

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

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

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

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA

VALENCIA RAISINS

That Please

When placing your next order
ask for these Reliable Brands.

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

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

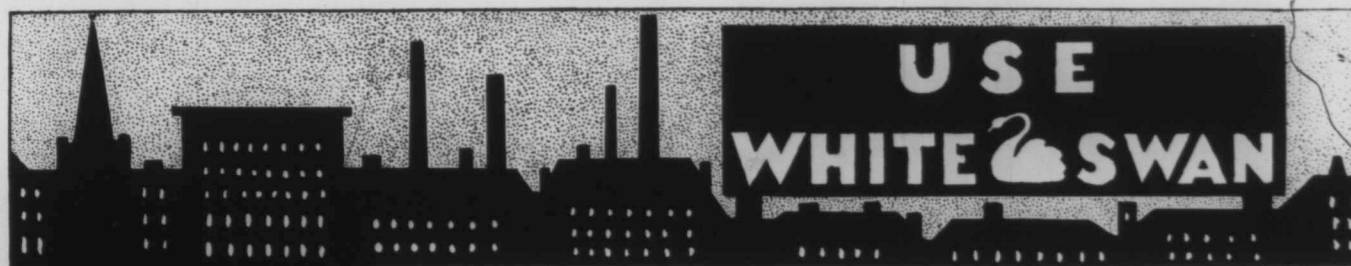
ECONOMY

is successfully combined
with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other
high-grade sauces. That
is one of the reasons it is
so popular with prudent
housekeepers.

ROSE & LAFLAMME,
Agents, Montreal



There is no item on a grocer's shelf that more readily stamps the class of goods he sells than **FLAVORING EXTRACTS**. In the mistaken idea that it is more profitable for them, many grocers will sell inferior grades of flavorings, but the **housekeeper** soon finds it out—and then **says things**.

It never pays to handle inferior grades—the **best** is always **cheapest** and most profitable in the end. That is why **GREIG'S FLAVORS** have enjoyed the confidence of thousands of housewives for so many years. They are made so pure and strong that a little goes a long way. This fact, together with our long and successful experience in manufacturing, enables us to state with absolute assurance that the **WHITE SWAN** flavors will satisfy the most exacting. It is **not possible to make better goods**. Samples and quotations will be cheerfully sent on request. We want your Extract trade.

The Robert Greig Co., Limited
White Swan Mills TORONTO

GREIG'S White Swan BRAND 



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'



**CAPSTAN BRAND
PURE MINCE MEAT**

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

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

Ask Your Wholesale Grocer for It

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

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

Diamond E. Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

Camp
Counsels.

YOUR CUSTOMERS KNOW
what they want when they ask for

**"Camp"
COFFEE**

They desire a beverage that is quickly and easily made, economical in use, invariably delicious in flavour and fragrance. Such, and such alone, is "CAMP" Coffee. See that they have it!

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMIE
MONTREAL.

It Pays Dealers to Keep Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is a Skin-Tonic and Beautifier.



And it is well advertised. People are looking for the trade-mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited,
Winnipeg, Man.

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

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

23

YOU WILL KEEP YOUR TRADE

If you sell

"MELAGAMA"

MOTHER'S FAVORITE TEA

IT BRINGS CONSTANT REPEAT ORDERS

Drop us a line. We will be glad to quote you prices on bulk teas and forward samples. Our quotations are low. For Melagama Price List see back of this issue.

MINTO BROS.

- - Importers - -

TORONTO

Tartan
BRAND
SIGN OF PURITY

WISHING YOU

Compliments of Season

HEALTH, WEALTH AND PROSPERITY

Long Distance Order Phone 596

BALFOUR, SMYE & CO.,
Wholesale Grocers, HAMILTON

You're on the Safe Side

when you stock Suchard's Cocoa, why?

Because it will sell. There is no other Cocoa made quite equal to it in quality. A fair trial will convince and make a regular customer of the most particular man or woman in your town. There is no danger of being "stuck" with

SUCHARD'S COCOA

It sells quickly and steadily. Over 25 tons of Suchard's Cocoa and Chocolote are sold daily.

It sells at a good profit. You make considerably more per pound on Suchard's than on cheaper brands, and at the same time you have the satisfaction of knowing that your reputation for first-class goods will be more firmly established by every pound you sell.

WRITE FOR SAMPLE AND QUOTATIONS.

Canadian Depot:

Frank L. Benedict & Co., Montreal.
Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER
ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

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

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

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

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

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

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

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

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02 $\frac{1}{4}$, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE,
MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼ c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers

Importers of Fine Fruits

"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.



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

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

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE
AND
MARINE

Head Office	Capital	-	\$ 1,500,000.00
Toronto,	Assets, over	-	3,460,000.00
Ont.	Income for 1905, over		3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - - \$1,000,000
Reserve Fund, - - - \$1,000,000
Undivided Profits, - - - \$ 133,133

GENERAL BANKING BUSINESS

We
Solicit
Your
Account

Dratts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit
of one dollar and upwards.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



"LION" BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion"
Brand Putz Triple Extract Metal Polish
has no equal. Gives a lasting lustre. Put
up in liquid and paste form. Has a ready
sale. If not in stock send a postal for ex-
ceptional terms. Something that will give
you handsome profits.

English Embrocation Co.,
Montreal, Quebec

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

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

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

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

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



The OZO CO., Limited
MONTREAL

TO OUR PATRONS

WE WISH ALL

“A VERY MERRY CHRISTMAS”

JAMES TURNER & CO. LIMITED

HAMILTON

**If You Desire all The Good Things
of Current Literature Between Two
Covers You'll be Interested in What
is Said Below.**

As the number of magazines increases the **more** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for** individual magazines.

As the number of magazines increase the **less** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for**

The Busy Man's — Magazine —

This magazine is an epitome of the world's best thought **to-day**. It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of \$1.50 any subscriber to The Canadian Grocer can get The Busy Man's Magazine for **one year**.

You would have to pay \$150.00 to get **The Busy Man's** (the contents) **Magazine** in the ordinary way.

Get in your subscription in good time.

The MacLean Publishing Co., Limited
TORONTO, CANADA

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 4

The result of my enquiries as to the best line of English jams and marmalades, was a source of wonderment to me. Up to this time I had never given the character of groceries much study.

But here I received letters from grocers and grocers' clerks telling me Southwell's Jams and Marmalades were their choice; and why so,—the whole field from the character of the growing fruit to the character of the preserving was covered by argument.

(To be continued)



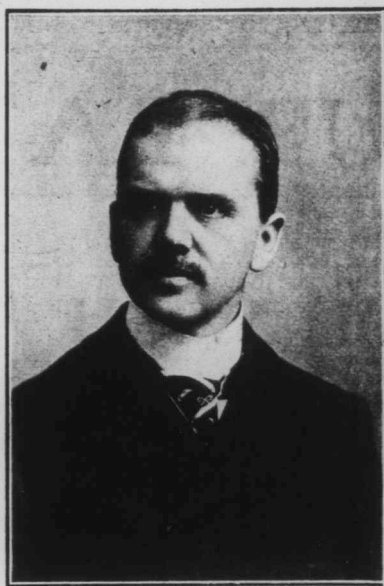
FRANK MAGOR & CO.
MONTREAL

Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES



RETAIL BUSINESS METHODS

An address by A. E. Provost,
wholesale grocer, before the
Ottawa Retail Grocers' Associa-
tion.



After a few words on the importance of the grocer's calling and its great and varied development in the last few years, whereby the edible products of every clime are assembled in the most modest of groceries, Mr. Provost continued:

"We are not here this evening," he said, "as a mutual admiration society, but as a company of business men met for the very practical purpose of discussing the best methods of carrying on our work. In the few words that I will address to you I wish to speak somewhat as I would to a young man who is about to take charge of a business for me, giving him such points and suggestions as I think might be of advantage to him.

The first consideration for a man embarking in a business is the selection of a stand; but as all of those present are probably located in premises where they expect to remain, I need not do more than mention that point.

Relations With Customers.

Once started in business, the next point you have to consider is what should be your relations with your customers. I would strongly recommend you to make the personal acquaintance of each one of your customers. Take occasion once in a while, if it be only once a week, but whenever you have the chance, of paying some personal attention to each one, waiting upon them, having a little chat with them, or passing the time of day. In this way you will make them feel not only that you are glad to see them in your store, but that they will be glad to come. Your personal acquaintance with your customers and establishing good relations with them in this way, will have the effect of attaching them to you so that you will not be, as some merchants are, largely at the mercy of their employes. For,

remember that even your most popular salesman of to-day may be to-morrow in the employ of your business rival, and, but for your personal hold upon your customers, might induce some of them to transfer their trade to his new employer. It is of course well to have salesmen of pleasant and obliging manners, but these are not all the qualities that they ought to possess. It is far more important that they should have that supreme qualification, the ability to sell goods, because that is what they are there for, and not merely to be entertainers of your customers.

Not Too Familiar.

But here I must warn you against being over familiar with your customers, which is almost as great a fault as to be wanting in courtesy. My experience has been that very often a customer with whom you become on too friendly or intimate terms is apt some day to presume on this to ask you for favors which you cannot, in justice to yourself or your business, grant. The true relation between a merchant and his customers, as it appears to me, is something like that which exists in departmental stores between the heads of departments and floor walkers and the public. Thus far, but only thus far, do the proprietors of these great establishments appreciate the importance of personal relations with their customers. That is why we find them engaging for these positions the very merchants whom they have crowded out of business for themselves in the stress of competition.

Good Goods Always.

The next question for consideration is the purchasing of stock. It is very easy to say that the true rule is always to buy the best and buy it right, but as you all know it is pretty hard to carry that rule out in practice. At the same time, I cannot lay too much stress on the importance of handling the very best goods that are suitable to your particular trade. I must confess that I have

a special prejudice against low-grade goods. If a customer tells you that some goods you sold him were not up to the mark, what satisfactory argument or defense have you in reply? No one can defend inferiority. Quality is remembered long after price is forgotten—that is an old and true adage in business of every kind. There is not a man in this audience who complains of the price of his wife's hat if he thinks she looks pretty in it, and in the grocery business price is always secondary to quality.

Not Too Much at Once.

Beware of the quantity men who try to induce you to purchase large quantities of one line of goods, using the deceptive argument that five cases are so much cheaper than one. In my comparatively brief experience in the wholesale trade I have been one of the victims of several failures and I have invariably found that these large-quantity goods comprise most of the stock of the men who failed while they had not the means to stock properly with sugar or other goods more commonly in demand. One of the favorite arguments of these quantity men is the long terms offered—sixty days from the first of next month, and so on; but many a man has found that even after the sixty days had expired and he had to pay for the goods, a large proportion of them were still on his hands.

I would also put you on your guard against the man who offers you a fifteen-cent tea as being as good as the one for which you are paying nineteen cents. When you are handling a line of goods that gives you fair profit and your customers good satisfaction, it is ordinary business prudence to stick to it.

Cleanliness a Prime Requirement.

The next point for consideration is the care of your stock. As cleanliness is said to be next to godliness, so it is the prime requirement of the grocery business. In many stores I have seen chests of tea left uncovered in the middle of the store not only to lose its flavor, but to absorb any offensive odors or poisonous germs that may be floating about; for all grocers know that tea is one of the most delicate articles they carry. It is not uncommon to see a grocer dump a bale of Canadian tobacco next to an open tea chest or a firken of butter, or to pile potatoes, carrots and other vegetables promiscuously on the floor. And men who indulge in these slovenly practices sometimes wonder that they do not sell more tea or butter or other goods of the choicer lines. The careful merchant will arrange his goods neatly, having a place for everything and everything in its place. Along with this I have observed that some very successful grocers occasion shift their stock to different shelves at different times, which

imparts variety to the appearance

Such goods, such as meats also, of course, they are sold, but they are put into the hands of the customer to be shown on the scale. In a piece of savory excite your self.

It is well to have such a store. Some asking their a small act public will

Spea

In the selection of salutations when such an error it is perhaps. But in the men are very little acts of wait for some ing them. tomer, it is say a word has just occurred that you wait minutes.

Above all the goods you know it, a over-praising you are sell consciously of others v to-morrow. to convince qualities of inferior quality can safely out some of he is buying of your customers undigested them to some future

Credi

Most of your system. I new family hood and you, it would upon their dealers in fact they have at first sent chase, and a child at to know about occupation, ents come, ly after, and be in a position whether you can. And when a new customer arrangement

imparts variety, brightness and interest to the appearance of the store.

Nice Handling.

Such goods as cheese and smoked meats also need delicate handling. Of course, they have to be displayed to be sold, but they should never be taken into the hands or between the fingers to be shown to the customer or put into the scale. If taken up on a knife or in a piece of parchment paper, a cut of savory cheese or of good bacon will excite your appetite in spite of yourself.

It is well also to keep domestic animals, such as dogs and cats, out of the store. Some merchants put up notices asking their customers to keep dogs out, a small act of consideration which the public will not fail to appreciate.

Speak to All Who Enter.

In the selling of your goods, a word of salutation or greeting to your customers when they come to your store is such an elementary requirement that it is perhaps superfluous to suggest it. But in the press and hurry of business, men are very apt to overlook such little acts of courtesy, and let customers wait for some minutes without noticing them. Even when serving one customer, it is very easy en passant to say a word of greeting to another who has just come in, with the assurance that you will wait on them in a few minutes.

Above all things, tell the truth about the goods you are selling as far as you know it, and avoid exaggeration. By over-praising the qualities of the goods you are selling to-day, you may be unconsciously depreciating the qualities of others which you may have to sell to-morrow. Do not be too anxious to convince your customer of the high qualities of one kind of goods or the inferior qualities of another kind; you can safely leave your customer to find out some of the qualities of the goods he is buying for himself, and some of your customers may use some of the undigested ideas you may have given them to your own disadvantage at some future time.

Credit to New Customers.

Most of you sell largely on the credit system. I would suggest that when a new family comes into your neighborhood and begins to do business with you, it would be well to post yourself upon their financial standing with the dealers in the neighborhood from which they have come. Sometimes they will at first send a child for a small purchase, and you can often learn from a child at such a time what you want to know about the family, the father's occupation, etc., so that when the parents come, as they certainly will shortly after, and ask for credit, you will be in a position to say definitely whether you can give them credit or not. And when you open an account with a new customer, make a definite arrangement as to terms of payment, and

see that he lives up to it as far as possible. If on pay day he cannot settle the account, give him to understand that you expect him at least to report and explain the reason why.

With regard to the delivery of goods, it is now a common practice on the part of the larger stores to have from two to four deliveries daily at fixed hours. Experience has proven this to be the very best method. Your customers know the hours of delivery and act accordingly, and you are saved a great deal of expense and trouble.

Watch the Big Advertisers.

As most of you are not large advertisers, I would suggest that you take advantage of the advertisements of the larger stores. Read them regularly, and whenever you find goods advertised that are likely to appeal to your patrons, bring these goods to the front and ticket them at the prices advertised by the large stores. You will be surprised at the effect. For instance, a lady, just after reading in one of these advertisements of 3 pounds of raisins for 25 cents in a big departmental store, walks into your shop; and if she sees a ticket on a box of raisins offering them at the same price, she is at once inspired with confidence in your ability to sell not only raisins, but every other kind of goods as cheaply as the large stores.

Read the Trade Papers.

In this connection, I would recommend you to read the trade papers, which will give you a knowledge of the trade which will enable you to command the market and buy goods at the right time and of course at the right prices.

Just a word about your dealings with your creditors. Do not return a draft because there is some trifling mistake in it, perhaps a consignment has been short by one package. It will be good policy on your part to trust for a few dollars the men who trust you for hundreds, and you will find that you will never have any difficulty about having little errors of this kind rectified. Be careful never to write a cheque which there are no funds to meet. This is simply ruinous to a merchant's credit. These cheques go through the clearing house, and within twenty-four hours after they are written every bank in Ottawa knows that a cheque of yours has not been honored. Some day you may be surprised to find that you are refused a little accommodation by some bank by reason of this neglect on your part.

NEW REGINA FIRM.

Regina, the capital of Saskatchewan, is rapidly becoming an important distributing and wholesale centre. One of the new houses just established there is that of Honeyman, Haultain & Co., whose advertisement appears in this issue, and who will carry on a storage and transfer as well as a general wholesale commission business. The firm has

a large new warehouse fully equipped for handling goods in large quantities and will during the coming season distribute for The Canadian Moline Plow Company, the Mellotte Cream Separator Co. and a number of other large concerns. The firm is composed of J. R. C. Honeyman, who is well known throughout the West in his late capacity of Deputy Minister of Agriculture, first for the territories and later for the province of Saskatchewan, Frank G. Haultain, a brother of the Hon. F. W. G. Haultain, late Premier of the North West Territories, who has occupied important positions with some of the largest wholesale and manufacturing concerns in Eastern Canada and Mr. J. A. McLachlan another local man who has been an important official of the Provincial Government and who bears an excellent reputation as an office man. With the encouragement already received the firm expect to do a very large business during the coming summer. The firm would like to hear from wholesale grocery houses requiring accommodation at Regina.

VISITOR FROM ROCHESTER, N.Y.

Mr. Skuse, representing the Steeher Lithographing Company, Rochester, N. Y., was a visitor to Toronto last week.

The Steeher Lithographing Company are manufacturers of canned goods labels and high-class lithographic work of every description, and for some years have designed and printed some of the handsomest and most sale-fetching labels of Canadian packers of canned goods. The Grocer got a glimpse of special labels designed for Canadian packers for the 1907 pack, and if "well-labelled goods are half sold," certain packers may congratulate themselves.

DON'T WANT TO KNOW THE AGE.

P. B. MacNamara, Canadian Commercial Agent at Manchester, says the English don't want canned meats dated as is purposed by the Dominion Minister of Agriculture. He says: "I may be permitted to reiterate the opinion held by the trade in Manchester, regarding the date of packing being shown on the package, and they are unanimously opposed to it, as it would prove inimical not only to their trade, but that of their customers.

"They unanimously claim that it would serve no good purpose if placed on the label, for as in the case of canned salmon frauds, unscrupulous dealers would remove original label and affix a brand of their own. It might be urged that this could be overcome by branding date on tin, but is this expense to be put upon reliable canners to protect consumers against a very few unreliable ones whose sales are restricted owing to that reason. The well known brands with a reputation for quality are always asked for by the customer, and as these contain only food in first-class condition when packed and the canning properly done, should keep in perfect condition indefinitely, if proper storage is effected."

EFFECTIVE WINDOW DISPLAY

Third Prize Winner in the Grocer's November Competition—A Grocer Who Put a Flour Mill in His Window.

The accompanying photograph shows the window which won third prize in the November window dressing competition. The two other prize winners were given last week. This display was arranged by W. C. Murray, of the E. W. Gillett Co., Limited, for Morin Bros., Montreal. The store is a corner one, so that the photograph shows only one window of the two which had to be arranged. The one illustrated features Magic Baking Powder, while the other was devoted to Gillett's Lye. From the glass to where the building of the display began the floor space was about 2 feet wide. In the window illustrated this was covered with puffed-up cheese cloth, inlaid with black letters to spell Magic

FLOUR MILL IN A WINDOW.

The window of McLeod & Sons, corner of Sussex and Spadina Ave., Toronto, contains a decidedly novel display this week. By means of cotton batting sprinkled with salts, a realistic scene occupying the entire window has been produced. The main feature is a model flour mill, with its wheel turned continuously by a miniature mill stream. The display is attracting great attention.

The store is not located on a busy downtown street, where a crowd is easily collected, but even as it is an audience of fifteen or twenty people at a time is nothing uncommon. The window

same way as the background. From this were suspended network Christmas stockings. Evergreen wreathing in the corners of the window gave the appearance of columns to support the roof. The floor was covered with red crepe paper, and the whole effect was then that of a green, red and silver booth. In this the display could be changed as often as desired. The advantages of this around the busy season now on are obvious. The display at present shown in the lower part of the window is made up for the most part of Christmas decorating odds and ends, such as paper crackers, Christmas-tree candles and gilt candlesticks, although a few jars and tins of plum puddings and preserved ginger and some dainty confectionery lines are also given space. But the main idea which is worthy of note is the arranging of the framework of the Christmas dis-



Third Prize for November.

Baking Powder. In the centre of the display was an illuminated picture of the Gillett Co.'s factory. Across the corner of the two windows, showing on three different streets, a large oak electric cabinet was placed, which revolved continuously, showing 24 different signs advertising specialties manufactured by the firm. On the top of the electric cabinet was an ornamented jewel light, which also revolved, and the reflector at the base of the light caused it to show a medley of colors, in rainbow style. The whole effect on account of these mechanical and lighting features was one which it is easily seen a photograph could not do justice. On the first Saturday night on which the window was dressed Morin Bros. sold over a case of Magic Baking Powder.

will be on exhibition for some time yet, and it is well worth seeing. The idea was originated and worked out by "Sud" Black, formerly of Ayr, Ont., who is a clerk in the store. Mr. McLeod intends to enter the window in the Grocer's December competition.

DECORATIVE CHRISTMAS TIME.

The window of Michie & Co., Toronto, was arranged last week to receive its Christmas display. A lattice-work background of alternate evergreen and silver wreathing was built up from a wainscoting covered with red cotton to a little less than the height of the front door window. From the top of the rear wall to the top of the window a slanting roof was constructed in the

play before the holiday rush actually begins, when very few stores have men to spare from the crowded counter for such work as window dressing.

TO PREVENT POTATO ROT.

German papers publish a method to prevent potatoes in cellars from rotting, on which U.S. Consul-General Guenther, of Frankfort, reports:

"It is claimed that the potato fungus causes rotting. This fungus, if present on some potatoes in the cellar, spreads to other potatoes and causes rot. A solution of one pound of chloride of lime dissolved in 25 gallons of water is used for washing the potatoes by means of a broom. They are then spread out to dry. Through this procedure the spores of the fungus are killed."

TRA

Dominion As

E. D. Mar Company, M elected presi merical Tra annual mee treal last Sa son was ele president, w ed treasurer tors were el bault, A. J. James Robe

Much bus members ea the annual progress ma ing the yea membership extant than association members, a Financially lent condi

Pr

on revenue subscription this amount \$13,110. T \$283,513. I the educatio funds. Fav during the generosity thewsons S The report socation, showed that socation w It was prop dinner, me month, a s order that greater soc selves. The lative to th ters of the

TRAVELLERS' ANNUAL MEETING

Dominion Association in Good Financial Condition—Four Hundred Members This Year—Commercial Rates on Railroads.

E. D. Marceau, of the E. D. Marceau Company, Montreal, was by acclamation elected president of the Dominion Commercial Travelers' Association at the annual meeting of that body in Montreal last Saturday evening. John Paterson was elected by acclamation vice-president, while R. C. Wilkins was elected treasurer, without opposition. Directors were elected as follows: E. E. Guibault, A. J. Brown, A. L. Friedman, James Robertson and J. T. McBride.

Much business of importance to the members came up for discussion, and the annual report made mention of the progress made by the association during the year. It was shown that the membership had increased to a larger extent than in any former year. The association at present numbers 5,684 members, a gain over last year of 499. Financially the association is in excellent condition. The amount received

stated that the lease had another year to run, but meanwhile they were looking for larger and more centrally located quarters. Concerning the commercial rates on railroads the report had to say:

"It is pleasing to note that, in accordance with the request made for a reduction in the commercial rate in the Northwest provinces, the C.P.R. have reduced the rate from 3 cents to 2 1-2 cents per mile on their main line between Manitoba, Calgary and Macleod, including all branches in Saskatchewan and certain branches in Alberta. The same concession has been obtained on the Canadian Northern Railway lines in the Northwest as they now exist."

The increase of the rates from two cents to 2 cents and a quarter over the Intercolonial Railway was commented upon, as well as the taxes which had lately been put on commercial travelers in certain provinces. This latter it was hoped to have remedied during the present session of the House, when a bill would be introduced to abolish the tax.

QUALITY OF CANADIAN OAT PRODUCTS.

Complaints have been made this year to the Pure Food Branch of the Inland Revenue about the quality of some of the rolled oats and oatmeals offered for sale in Canada. An examination was made of samples gathered by the department and chief analyst Macfarlane in his report says:

Only in one case was any foreign starch detected, and as regards crude fibre the percentage varied from 0.80 to 3.35 per cent. The latter amount must be pronounced as excessive, if reference is made to the analyses of both European and American oatmeals which are on record. It is exceedingly seldom that these show higher than 2 per cent. crude fibre, and in my opinion, that amount might fairly be assumed as the highest allowable limit. Among the 155 samples examined, 64 show higher amounts of crude fibre than 2 per cent., and this would seem to indicate that with regard to 41.3 per cent. of the oatmeal samples now offered for sale in the Dominion the quality might be improved. At the same time none of the samples were found to contain the large amount of oat hulls originally complained of, and in the absence of any standard, it is possible to characterize any of the samples as adulterated.

TRADE NOTES.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, is laid up with la grippe.

It is expected that there will shortly be an advance of $\frac{1}{2}$ c. or more, in im-

ported macaroni, owing to the new tariff arrangements.

Mr. Laurereaux, grocer, Ottawa, said to a representative of the Canadian Grocer, to whom he paid his subscription last week, "I am pleased to pay you my subscription because I think the Grocer is very good."

Mr. Hollingshead, who was recently with the Vair Produce Co., Spadina Ave., Toronto, has taken over a store at 100 Sorauren Ave., Toronto, has made considerable improvements and put in a stock of high-grade groceries.

G. P. Hart, Carnarvon, has sold his general store business to Clayton Rogers, who has been clerking for him for a couple of years. Mr. Hart has been in business in Carnarvon about 10 years, and has built up a very profitable business. He is thinking of going west.

In connection with the Christmas display of toys on the top floor of Hamilton's departmental store, Montreal, the Canada Maple Exchange and B. Grouning are making displays of their manufactured confectionery. Both firms have attractive booths in which they are de-



President E. D. Marceau.



Treasurer R. C. Wilkins.

on revenue account is \$67,597. Annual subscription fees make up of \$54,340 of this amount and interest on investments \$13,110. The capital account is now \$283,513. Reports were read regarding the educational, hospital and benevolent funds. Favorable mention was made during the course of the meeting of the generosity of Ald. Robinson and Matthews Sons in donating \$1,000 each. The report of the Mutual Benefit Association, read by J. S. N. Dougall, showed that this department of the association was in flourishing condition. It was proposed that besides the annual dinner, members should hold, once a month, a smoking concert or lecture, in order that the members should enjoy greater social pleasure among themselves. There was some discussion relative to the changing of the headquarters of the association. The president

monstrating the qualities of their various lines.

A. C. Taylor, Sunderland, has purchased the stock of the late J. Hodgson, Beaverton. The Hodgson business is the largest in Beaverton and for the time being Mr. Taylor will have both it and the Sunderland store. Since her father's death some months ago Miss Hodgson has successfully conducted the store.

NEW C.P.R. LINE.

The C.P.R. is now operating its new North Bay line from Bolton as far as Craighurst. This is a great convenience for merchants at Tottenham, Beaton and Alliston. Passenger rates to Toronto are less than they were, and the freight service is increased. Two passenger trains leave Toronto daily for Craighurst.

FROM GROCER CORRESPONDENTS

KINGSTON.

Kingston has 100 grocery stores, can any city of our fair Dominion show a larger percentage, the population of Kingston being 19,000. I think not.

How do they all exist and make a living? Monday morning they all start scooping tea and sugar and catering to the hungry public whose appetites are sharpened by the keen frosty air. Some of the grocers jump on their sleighs and run around asking the people to help them; along and get a little order. Most of the grocers stay in their stores and let the public come and choose their own goods. This is the most independent way, and better for both sides of the counter, and less poor credit is the result.

Xmas presents are the next thing in order, and means a little affair to the customer, and a big expense to the grocer, but as long as Jim gives, so long William has got to. However, it makes the customers happy, and only comes once a year. Calendars are a good thing, and speaks to the one given to for 52 weeks.

Jim the grocer wants to know why the inspector for pure food law, don't analyze sausages. Does the act say what a sausage should be made of, pork, beef, ground hog, or miscellaneous? A filler is largely used now? Is it in the interests of public health and is the dip used to give bacon a bright and appetizing look injurious or not?

Another thing that worries Jim is the sale of cheap candies and chlorodyne lozenges used to a large extent by children now.

The big soap bubble across the ocean has burst. It received a hard blow and went to pieces. It looked nice from Sunlight point of view, pictures of gold guineas and sovereigns glistened on that side, but the retailers would not put up with it, and the desired object fell short. The Lever was short, and we hope his faith in trusts has weakened.

But after all Sunlight is a good piece of soap. It suits the people, (if it were a little larger), and is nicely put up for the grocer to hand over the counter. Some of the old brands such as David Morton's large bar N. P., are still in demand, but Electric soap, which once held the reins, Oh, where is it? Now flattened out like Union Jack soap, made for a time by same maker.

The credit system here is becoming less popular every day. The shoe dealers called a meeting two years ago, and unanimously decided to sell for cash only, and they are the happiest lot of merchants in town. All the wrinkles have left their faces, and several bald headed ones declare some rare bit of

hair is appearing. This is capital. Yes, Cash is King, God save the King. Would that grocers would sell for cash and cash only, for thousands of dollars are sunk in the dead sea every year. A coal merchant here, cut out credit a year ago, and he is doing a big trade. He can afford to advertise more hence the extra flow of business.

Sam Bailey of Broom Corn fame, got a letter from Nova Scotia asking him to handle a car or two of potatoes. The writer said he saw his name in the Canadian Grocer.

Saturday's market, owing to the sloppy weather, was poorly attended and small, but prices were big enough for turkeys, duck, geese and chickens. Farmers here prefer selling by the pair. Some of the turkeys looked as though they had been at a party before coming under the axes, as their crops were full. A merchant bought 50 barrels of No. 2 apples, expecting to get a fair saleable sample. A reliable firm's name of Belleville was stamped over each barrel, and letters indicating the packer. They turned out to be a lot of culls. The merchant applied to Ottawa to have an inspector sent up, but just got a copy of the Fruit Act and advice to bring the case before the local magistrate. You would naturally think they would be anxious to stamp this unlawful trickery out, and glad of such an opportunity as this, but no they don't care a cent for the individual. There is too much hot air in Parliament, and not enough of the practical. Their carelessness is great encouragement to evil doers. A man who packs culls and puts a nice stamp on his barrels to deceive merchants, is a highway robber, and should be hung up on some apple tree, a Ben Davis, if you like.

OWEN SOUND.

R. A. McDougal, of the well known firm of McDougal & Lemon, commission merchants, contemplates a trip to West India Islands early in January. We understand that a number of the Pacific Coast cities are also included in his itinerary.

Harry G. Ainslie, until recently head salesman for McQuaker & Co., has branched out in the grocery business for himself. He has taken over the stock in trade recently purchased from J. T. Joyce, by McQuaker & Co. Harry is extremely popular in his native town and no doubt his long experience in the trade and his wide acquaintance with the purchasing public will insure to him a good share of the best trade of the town.

ST. CATHARINES.

The week before Christmas finds all branches of business at fever heat. The stores have been finely decorated. Evergreens, mountain ash berries and potted plants in bloom, are conspicuous in the displays.

All of the manufactories are operating full time, sometimes extra. It has been the custom for the managers to give Christmas gifts of turkeys or some kind of game to their married employees and money gifts to the unmarried, and these will be continued this Christmas time.

Municipal politics are warming up. Two Mayoralty candidates are in the field. Alderman Joseph Hodgins, fish and poultry dealer, for several years an efficient alderman, is likely to retire from municipal life, while Ald. Bradt, florist, is one of those seeking re-election.

There has been no marked change in grocery prices, but vegetables as a rule have advanced. Potatoes, quoted a year ago at twenty-five or thirty cents per bushel, are now sold at ninety cents, and not of so good a quality. The fact is that potato growers must seek for new varieties to warrant increased quantities. The same may be said of other vegetables, such as celery, asparagus, onions and beans. The poultry market is abundantly supplied with all kinds of fowl, both tame and wild. Eggs have gone up in price, being now quoted at 40c. per doz. Butter took a slight drop, now being sold at 30c. to 32c. per lb.

While 40 years ago St. Catharines had a dozen or so flour mills, to-day the town can boast of but two. These are the Hedley-Shaw and the Black-Forsyth Milling Companies. Each do a large business and ship large cargoes of flour to Montreal and elsewhere continually. The Hedley-Shaw Milling Company has a branch mill in Thorold.

HOW TO BUY QUICKLY.

The little general store usually did a thriving business on Saturday night—pay day. On that evening the crowd of purchasers was so great, that many found it difficult to get served. But not so Mrs. Tooney, who knew a thing or two, and always managed to make her purchases in much less time than anyone else.

"Ow do you do it, neighbor?" asked a friend.

"Oh, it's easy enough if you know the dodge! Just amble about the shop, dippin' your thumb into all the tubs, and nibbling a biscuit and a bit o' cheese 'ere and there, it's fine 'ow soon the shopman makes up his mind to git rid o' yer."—Tit-Bits.

FIRE IN MOKARA MILLS.

Early Sunday morning a fire occurred in Montreal in the premises of the Mokara coffee and spice mills, owned by Theodore Lefebvre & Co. The damage done amounted to from \$25,000 to \$30,000. The origin of the fire has not been discovered. A great deal of damage, outside of that done by the fire itself, was caused by the tons of water which was poured into the building, ruining the expensive machinery.

There is no end to the department of the bottom business of Halifax to the Dominion but they well indeed should send tawa a proposal and Such a proposal found very The mail few large ada is employed with and excluded would sprdertook to becoming The mail satisfied to a profit. doing that well. What want is the expense of quite according to their cost

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - - - *President*

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SPOIL THE EGYPTIANS.

There is a movement afoot at Ottawa to enlarge the parcel post system. The departmental store interests are at the bottom of it and it is a blow at the business of every ordinary retailer from Halifax to Vancouver. The retailers of the Dominion are not well organized but they can handle this matter very well individually. Every one of them should send to his representative at Ottawa a post card denouncing the proposal and asking that it be opposed. Such a post card campaign would be found very effectual.

The mail order business done by the few large departmental stores in Canada is enormous, but it is small compared with what would be done by them and exclusively mail order houses that would spring up if the Government undertook to facilitate the movement by becoming the delivery wagon for it.

The mail order people would not be satisfied to have the Government make a profit. The express companies are doing that now and doing the work very well. What these mail order gentry want is to enlarge their business at the expense of the national treasury. To be quite accurate, they want to enliven their competition with the retailers

throughout the country and make the retailer, through his taxes, pay the additional expense.

The consumers are not asking for this extension of the postal service and do not need it. The country is better without it. Better far in the interest of the national life a thousand independent business men than one business man with a thousand or five thousand employees. This movement means pulling down small business institutions all over the country to build up a few mammoth houses in the cities. Surely the cities are draining the country too fast now. What the Government should be doing is trying to stem the exodus from the village and the town to the large centres of population rather than facilitating it by aiding in the spoilation of the retailers.

Get the post card campaign going; it is the retailer's opportunity to spoil the Egyptian.

A MERRY CHRISTMAS TO YOU

DRIED FRUITS.

With the arrival of Christmas the squeeze in dried fruits may be past and this season of unparalleled scarcity may, by easy gradations, be merged in a new season of abundant production. It depends upon whether or not the world continues to want raisins. Other years it has. In Toronto, for instance, brokers have experienced great difficulty in satisfying the demand upon them for

GET INTO THE COMPETITION

Nearly every grocer has taken special pains to dress his window for Christmas as attractively as he knows how. THE CANADIAN GROCER is conducting a monthly window dressing competition, and would like to have a picture of every attractive grocery window in the Dominion entered in this contest this month. The prizes are \$5, \$3 and \$2, but the encouragement of progressive window dressing in the grocery trade is of much more importance. Send in your photographs with a description of how the windows are dressed.

raisins in July. Already the word comes from Denia that stocks of Valencias are about exhausted and that the few growers in the interior who have any are holding for higher prices in the spring. And yet, when the demand becomes sufficiently pressing supplies are generally forthcoming no matter what the article be. And so brokers are saying to themselves now "There will be raisins. Whence? I don't know, but they will come."

The Toronto market was probably never so bare of currants as at this moment. Forty or fifty carloads for Toronto wholesalers were on the steamer Clara which ran aground on the New Jersey shore on Friday and got off and into New York under her own steam. The New York market was as short of the Greek fruit as any place in America. Dealers there had been depending upon the Clara and when she was finally docked there wasn't much chance of getting goods for Canada unloaded and on their way first. These are probably decorating the dock in New York, and when the smoke of the New Yorkers' rustle clears away and Canadian consignments, or some of them will go another sea voyage to New London in Mass. and come by the long rail route via Montreal to Toronto.

The privileged currant company of Greece has been carrying on an extensive advertising campaign in the inter-

est of currants, in England and it is asserted that as a result consumption in Great Britain has been greatly increased.

KNOCK OFF THE PACKAGE DUTY.

The Government should remove the duty on packages re-imposed under the new tariff. What is the use of it? The excuse that it was imposed because a few importers connived with the shippers, a very remote and impregnate possibility. If they would do this to secure a proportion of their goods free entry, they would do it to secure the same proportion entry at a lower rate of duty. The excuse is a poor one. The duty protects no one and produces no revenue to speak of, but it is a positive nuisance to the trade and a hindrance to business.

HIGHER SALMON PRICES.

A writer at the Pacific Coast is quoted by the New York Journal of Commerce as predicting that canned salmon will be 15c. higher at the opening next year than it was this because of the higher cost of labor, tin and boxes. Some of last year's large pack was carried over, but on account of the very small pack this year next year's pack will come upon an absolutely bare market. This is another reason for the anticipated higher prices.

WORKING AT THE TARIFF

Deputation of Fruit Men see Mr. Bain in Toronto—Strong Objection to the Duty on Packages—Government's Reason.

In connection with the new tariff, letters written from Toronto fruit dealers to the Minister of Customs, failed to bring any promise of relief. A letter to Claude Macdonnell, M.P., for South Toronto, however, resulted in the suggestion that Mr. Bain, Secretary to the Hon. Mr. Fielding, should be seen by the fruit men when in Toronto on Saturday last.

A deputation consisting of Messrs. H. Dawson, Thorpe, Spence, Despard, Stringer and Clemes, accordingly met Mr. Bain, and the result will, it is thought, prove entirely satisfactory.

It was explained that, although muskmelons, on which the duty was changed from 25 per cent. to 3 cents each, might perhaps be worth \$3 to \$4 per crate at the beginning of the season, they were sometimes worth only \$1 to \$1.25. The melons are packed 48 and 54 to a crate, so that on a car lot of 400 crates, the duty at 3 cents per melon would amount to nearly \$6.00. Mr. Thorpe thought that the 3 cent duty on watermelons was perhaps a benefit, as it would tend to prevent the dumping of poor stock in Canada. But the duty on muskmelons was practically prohibitive, and for this there was no apparent reason. Mr. Bain was inclined to agree that possible competition would also help to improve the Canadian product. As a matter of fact, although obtainable almost all the year round, canteloupes are seldom imported during the season in which the Canadian fruits are on the market, as there is considerable danger of loss in transportation. Mr. Thorpe showed that the fruit was used by hotels and hospitals, and could not be classed as a mere luxury. Mr. Bain thought that it might be possible to put canteloupes back on the old basis. In the matter of grapes, he could promise no relief. The object of the tariff was to encourage direct importations, and if it were not for this clause, New York, for example, would be reaping the benefit which Montreal, or some other Canadian port, was intended to enjoy. Regarding peanuts, he thought something might be done. This tariff was merely a revenue proposition. The importation of peanuts could not interfere with a Canadian product which did not exist, and the new duty would encourage trade in Spanish peanuts, which are of very inferior quality.

Answers Questions.

Mr. Bain stated in answer to questions put to him, that free importation of oranges, lemons, etc., meant also free importations of the package containing them. It was his idea to have these fruits placed on the free list, and he was pleased to see that the trade was in accord in this instance at least.

Another complaint of the fruit men was touched on in regard to the provision made for the inspection and valuation of perishable fruit. The customs officers stop work sharp at 4 o'clock, and very often the fruit dealers suffer loss through not having goods passed promptly. Mr. Bain stated that an "outside appraiser" had recently been appointed, mainly for dry goods and heavy machinery, and he thought that he might also include the inspection of fruit. He thought that the matter should be placed before Mr. Ryan, and relief would probably be given.

The Care of the Grocers.

With the exception of the increased duty on raw sugar, and the decrease on rice, the forty odd tariff changes on groceries will be the occasion to the trade of annoyance, rather than loss or gain, and to the Government, the source of little extra revenue. What the grocer is asking is "why were the changes made?" Probably more would have been heard about it, but for the fact that wholesalers all over the country, since the tariff came out, have been up to their ears in the Christmas trade, too busy to give attention to anything with an Ottawa date line, and few of them have been bringing in any goods.

Delay on the part of the railway in furnishing advices regarding several car loads of cheap figs, cost the importer \$250. This was the increased duty because of the change from an ad valorem to a specific sale.

What the trade feel sorest about is the reimposition of the duty of 15 per cent. on packages.

What One House Thought.

Frank Magor & Company, Montreal, wrote to the Canadian Grocer:

Will you kindly make some reference in your paper to the ridiculousness of the idea of the present Government in charging duty on the value of outside cases of imported goods. The Conservative Government were ashamed of this clause twenty years ago, and since then, no minister has attempted to collect it, and it remains for the present so-called free traders to make a fresh start in this direction.

We understand there is great indignation among the dry goods people and others and the imposition is more annoying than actually heavy, but it means extra work in making up costs, and the real addition of revenue to the Government will not be anything very wonderful.

As you know, outside cases are charged very high in England, and are practically useless after they arrive here, being in the main, necessary for export in order to protect goods. It seems to us that an agitation among our import-

ers would have the effect of removing the obnoxious charges.

The Reason Why.

The alleged reason for replacing the duty on packages is that dishonest importers got shippers to place an undue value on packages to reduce the duty on the goods. The same temptation would exist in a modified form under the new arrangement, as the duty of 15 per cent. on the case would probably be considerably less than the rate of duty on the contents.

Many of the packages in which goods are imported are of no value when unpacked. The Grocer asked an importer of leather goods what he did with the casks in which the goods were shipped, and he pointed to a big pile of broken hoops and staves. The English manufacturer buys second-hand barrels, often Canadian apple barrels, for 3d. He sells his goods to all the world at the same price, and when they go abroad, he charges the extra packing, separately on the invoice. This means ease, export packing and straw, in all about 1s. 3d.

The new tariff is still subject to change, and the Government may yet listen to the urging of the trade.

TORONTO TRAVELERS' MUTUAL.

Nomination of Officers—Several by Acclamation—S. R. Wickett President.

At the annual nomination meeting of the Commercial Travellers' Mutual Benefit Society of Toronto, held Saturday night, in St. George's Hall, Toronto, the following officers were elected by acclamation for 1907: President, S. R. Wickett; Vice-President, Ald. Jos. Oliver, and Treasurer, Harry Goodman.

There were four vacancies on the Board to be filled, three Trustees for the term of three years, and one for two years, the latter to fill the place of Jas. Turpin, who resigned owing to removal from the city. The following were nominated for the three year term: R. G. Hector, John Gibson, C. S. Parsons, E. M. Burke, T. F. Corey, J. H. Morin, and C. A. Barnard. For the term of two years, the following were nominated: H. L. Wilmott, R. Maxwell, D. R. Hawley, and R. R. Davis. All trustees for outside cities and towns were re-elected by acclamation.

The Annual Meeting has been arranged for January 26.

W. T. Chapman, the hustler for Red Rose Tea in Western Ontario, went east to-day, to spend the holidays with his family in New Brunswick.

"On the Road," a new magazine for Canadian commercial travellers made its appearance this month. It presented a first-class typographical appearance, and the travellers gave it kindly greeting.

QUEBEC
POINTERS—
Fish—Revis
Sugar—Dec
Currants—i

Considering about at Christmas general is little cause difficult to s railway comp rushed to mo Payments a The last few fruits were early part of elined ten ee ing in the quiet. Teas a tendency t Ceylon green mon black to above those the dried fr interest to spices there apples are f feeling in be

CANNED
California e treat early few shipmer same source. tomatoes at houses. Oth

SUGAR—
market has cents in sug Fair busines is being tra

Granulated, bbls 4-bbl bags
Paris lump; barrel half-b
" " boxes boxes
Extra ground, bbl 50-25-
Powdered, bbls 50-lb. b
Phoenix 50-lb. b
Bright coffee
" yellow
No. 3 yellow
No. 2 "
No. 1 " bbls
No. 1 " bags..

SYRUPS
market is 1 there not l line.

Barbadoes, in pur in bar in half
New Orleans
Antigua
Porto Rico
Corn syrups, bbls 1-bbls 384 lb r 25 lb r
Cases, 2 lb tins, 1 5-lb. " 1 10-lb. " 1 20-lb. " 1

TEAS—T
the continu time of yea

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fish—Revised.
- Sugar—Decline 10c.
- Currants—interesting.

Montreal, Dec. 20, 1906.

Considering the fact that we are now about at Christmas Day, business in groceries generally is very good, and there is little cause for complaint. It is very difficult to secure deliveries from the railway companies, they claiming to be rushed to more than their full capacity. Payments are reported very good. The last few lots of California canned fruits were received in Montreal the early part of the week. Sugar has declined ten cents, through an easier feeling in the market. Molasses is still quiet. Teas are very firm and there is a tendency to advance in most lines. Ceylon greens are up $\frac{1}{2}$ c, while common black teas are selling at prices 2c above those which ruled last week. In the dried fruit market there is much of interest to the grocer. In coffees and spices there is nothing new. Evaporated apples are firm, and there is a strong feeling in beans.

CANNED GOODS—Last arrivals of California canned fruits reached Montreal early in the week, as did also a few shipments of asparagus from the same source. A little more inquiry for tomatoes at \$1.17 $\frac{1}{2}$ is reported by some houses. Other lines are quiet.

SUGAR—An easier feeling in the market has resulted in a decline of ten cents in sugar, all lines being affected. Fair business for this season of the year is being transacted.

Granulated, bbls	4 30
" 4-bbls	4 45
" bags	4 25
Paris lump; barrels	4 95
" half-barrels	4 95
" boxes, 100 lbs	4 85
" boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" 50-lb. boxes	4 80
" 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 19
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 "	3 80
No. 1 " bbls	3 85

SYRUPS AND MOLASSES—The market is rather quiet than otherwise, there not being much activity in any line.

Barbadoes, in puncheons	0 30
" in barrels	0 33
" in half-barrels	0 35
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 4-bbls	0 03
" 4-bbls	0 03
" 34 lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 35
" 20-lb. " 1 doz. "	2 25

TEAS—It is rather surprising to see the continued movement in teas at this time of year. Last week it was reported

that dealers were doing considerable business. This week the same state of affairs exists. As predicted in the Grocer last week, there has been an advance of $\frac{1}{2}$ c in Ceylon greens. Japans are firm, but moving slowly. With Ceylon teas scarce, there is sure to be renewed interest in Japans. Several dealers report sales of blacks to the London market at prices 2c above the ruling figure here. Japan siftings are exceedingly scarce.

Japans—Fine	0 21	0 30
Medium	0 20	0 23
Good common	0 16	0 17
Common	0 15	0 17
Ceylon—Prok n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 15	0 17
Gimpowers	0 13	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS—The Christmas trade is now practically over and dried fruits are gradually resuming their normal aspect in the eyes of the Grocer. There is still much interest in the situation. This week the feature is the currant market. Three weeks overdue, the "Clara" arrived in New York Monday of this week. She carried 2,686 tons of currants for New York and Canada. The boat arriving so late made it impossible to supply the trade in time for the holiday trade. The cause of the delay was the grounding of the vessel on the New Jersey Coast. When the news of the mishap became known the state of affairs which would exist at once became apparent, and prices went up a cent. Everybody had been counting upon receiving the goods on the "Clara" and all were naturally disappointed. The market has been bare of currants for some time and the non-arrival of the "Clara" with her large cargo made matters serious. Prunes are reported very firm and in some quarters 4c basis is anticipated. It has been announced that after January 1 the difference in price between 50 lb. and 25 lb. boxes of prunes will be $\frac{3}{4}$ c a pound, instead of $\frac{1}{4}$ c as formerly. The reason given for the change is the extra cost of boxes and other such conditions making the move necessary. California seeded raisins are again quoted in limited quantities at prices 3 $\frac{1}{2}$ c above opening figures. No changes are noticeable in nuts.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers, "	0 09	0 10

Dates—		
Hallowes, per lb.	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 23	
Peaches, "	0 16	
Pears, "	0 17	

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

Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 10	0 11
" " choice seeded, 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08
" " 3 crown	0 09	0 10
" " 4 crown	0 09	0 10
Prunes—		
40-50s	0 08	0 09
50-60s	0 18	0 08
60-70s	0 07	0 08
70-80s	0 07	0 07
81-90s	0 06	0 06
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08	
" " 50-60s	0 08	
Oregon prunes (French style), 60-70s	0 08	
" " 90-100s	0 06	
" " 100-120s	0 06	
Currants—		
Filiatras, uncleaned, barrels	0 67	0 08
Fine Filiatras, per lb., in cases	0 08	0 08
" " cleaned	0 08	0 09
" " in 1-lb cartons	0 09	0 09
Finest Vostizas	0 08	0 09
Amalins	0 09	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 12	0 15
" 1 lb carton	0 16	
Elome Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 08	
Glove boxes, fine quality, per box	0 10	
Fancy washed figs, in baskets, per basket	0 20	
" pulled figs, in boxes, per box	0 22	
" stuffed figs, "	0 28	
12-oz. boxes	0 06	0 07

COFFEE—Coffee is quiet. Any orders which are being placed call for goods required for immediate consumption, and are not at all large.

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

SPICES—There is nothing new in the spice situation this week. Locally, matters are just as they were two months ago, while on the primary markets, although there have been fluctuations, conditions show little actual change.

Peppers, black	Per lb.	
" white	0 16	0 25
Ginger, whole	0 25	0 32
" Cochin	0 16	0 10
Cloves, whole	0 17	0 14
Cream of tartar	0 25	0 32
Allspice	0 12	0 10
Nutmegs	0 30	0 55

PEELS—The situation in peels is unchanged. With the market bare, prices are well maintained.

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

EVAPORATED APPLES.—Supplies are very small locally, and prices are very firm in consequence. Jobbers are asking 9 cents for small lots.

BEANS.—Sales are few at prices quoted. The market is featureless.

Choice prime beans	1 45	1 50
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MAPLE PRODUCTS.—Business is slacking off, only last minute orders now being filled.

Maple syrup, bulk, per lb.	0 07	0 09
Pure Townships sugar, per lb.	0 10	0 10
Pure Beauce County, per lb.	0 10	0 11

RICE AND TAPIOCA.—There is not a great deal of activity in rice at the recent changes in prices. A few orders have been filled lately, but they were not large. Tapioca is normal.

B rice in 10 bag lots	3 05	
B rice, less than 10 bags	3 15	
C rice, in 10 bag lots	2 95	
C rice in less than 10 bag lots	3 05	
Tapioca, medium pearl	0 07	0 08

RAW FURS.—Dealers continue to quote as hereunder.

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

ONTARIO MARKETS.

POINTERS:
 Sugar—Down 10 cents.
 Dried fruits—Stronger.
 Evaporated apples—Continue upward.
 Tea—Rising.

Toronto, December 20, 1906.

Business is continuing active right up to Christmas Eve. Sugar declined 10 cents without apparent cause, which goes to justify the claim that there was no good reason for the advance on the day following the submission of the new tariff. The nut scarcity has been relieved, but the market here is almost bare of currants. There are 30 or 40 earloads on the steamer Clara, but it will be a wonder if any of them reach here before Christmas. Currants and valencias are higher on the primary markets. Canned goods continue very firm. Evaporated apples are higher. Collections are reported to be satisfactory.

CANNED GOODS.—All lines are very firm, though for the present there is no unusual demand.

TEA.—Ceylon teas are up 4 cents since the present advance began, and there has been an advance in Ceylon blacks of 1 1-2 cent within a week. Ceylon greens in the same time have advanced 1 cent, and are very scarce. There has been a very serious advance also in Indians. In them, the advance within the week has been 1 cent a lb. The reason for this advance in the price of tea is that the trade apparently refused to believe that teas were on too low a basis, and refused apparently to take sufficient cognizance of the fact that the consumption was persistently reducing stocks. Those stocks have largely disappeared and left the country poorly supplied with teas. This is true not only of Canada, but of other countries.

COFFEE.—The market in New York continues on about the same level, with a firmer tone for the present. Locally prices are unchanged.

SUGAR.—The reduction on Tuesday of 10 cents came as a surprise to the trade here, and no obvious reason was forthcoming. It was suggested that perhaps some Scotch sugars were coming in.

Last week the raw sugar market in New York was variable, because one or two refiners disappointed in shipments due to arrive, ran short, and had to bid up the market for supplies, 3 1/2

duty paid. On the other hand, the general position was weaker, owing to Cuban planters pushing sales for future deliveries. There was a decline of 3d. in European beet for the week.

Harvesting in Cuba is progressing favorably, the number of centrals grinding having increased to 58, against 6 at same time last year, and 45 in 1904. At this rate of progress, the crop will soon be in full swing, assuring large shipments during January and thereafter.

Willett & Gray say:

"As anticipated, our correspondents in Havana report that there is sufficient cane in the fields to produce a crop of 1,500,000 tons sugar, but with the supply of laborers limited and the possibility of political disturbances a little later on, we do not feel justified in making any change in our estimate of a total outturn of 1,125,000 tons sugar.

"The lowest price touched last season was 2c c. and f. (Feb. 8) for Cubas, 96 degree test (3.36c landed), but there does not appear to be good reasons to expect quite so much of a decline this season. In any event, the average price for January-June, 1907,

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 20, 1906.

BUTTER—25 1/2 cents outside price. Demand active. Higher prices probable. Dairy runs from 20 to 23 cents.
 CHEESE—Strong demand developed. Bids of 11 1/4 to 11 1/2 for Nov's.
 EGGS—Strong tone to the market. Scarcity of fresh stock. No change in prices.
 PROVISIONS—Prices unchanged. Activity in Christmas beef. Some fancy prices paid to-day.

deliveries, should be rather higher than that for the same time in 1906, as it will be realized, sooner or later, that all the sugar which Cuba can produce this season will be wanted.
 "The outlook for the 1907-08 sugar crop of Java is promising, it being estimated, according to our special cable, at 1,000,000 tons, against the present crop of 950,000 tons."

Paris lumps, in 50-lb. boxes	5 03
in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Bedpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Ploenix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES.—Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
1/2 bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial etc	0 87 1/2	
1-gal. cans	0 95	
5-gal. cans, per gal.	1 00	
Barrels, per gal.	0 75	
5-gal. Imp. brand, per can	4 50	
1-gal. " " per case	5 10	
1-gal. " " "	5 60	
Qts. " " "	6 00	

DRIED FRUITS — Currants are strong in Greece at a slight advance amounting to about 6d. since last week. Cables from Spain regarding valencias state that the crop is nearly exhausted; the fruit is scarce, and growers in the interior, who have any goods are unwilling to part with them, expecting higher prices in the spring. Meantime, prices appear to have advanced about 7s. from the lowest point and this within the last two weeks. This is equal to an advance to 1 1/2 cents a pound. Sultanias are very scarce and very high. A cable from Whittall & Company, advises that prices are unchanged, and stocks are becoming very much exhausted.

Locally, prices are firmer. Evaporated apples continue to advance.

Prunes Santa Clara—					
cr II.		cr I.			
30-100s, 50-lb. boxes	0 05 0 05 1/2	60-70s, 50-lb. boxes	0 07 0 07 1/2		
80-90s	0 05 1/2 0 06	50-60s	0 07 0 08		
70-80s	0 06 1/2 0 07	40-50s 25-lb "	0 09 0 09 1/2		
		30-40s	0 10 0 10 1/2		
Note—25 lb. boxes 1/2c. higher than 50-lb.					
Candied and Drained Peels—					
Lemon	0 11	0 11 1/2	Citron	0 21	0 22
Orange	0 11	0 12			
Figs—					
Elemes, per lb.				0 68	0 15
Tappets, "				0 33 1/2	0 04
Currants—					
Fine Filiatras	0 07 1/2	0 07 1/2	Vostizas	0 09 1/2	0 10
Patras	0 08	0 08 1/2			
Uncleaned, 1/2c. loss.					
Raisins—					
Sultana				0 10	0 13
Fancy					
Extra fancy					
Valencias, selected				0 09	0 09 1/2
Seeded, 1-lb. packets, fancy				0 11	0 11 1/2
16 oz. packets, choice				0 10 1/2	0 11
12 oz. "				0 09	0 09
Dates—					
Hallowees	0 05		Fards choicest		
Sais	0 04 1/2		choice		
Domestic evaporated apples				0 08	

NUTS. — Prices continue very firm, and walnuts and filberts seem to be higher.

Almonds, Tarragona, per lb.	0 15
" Fomigetta	0 13 1/2
" shelled Valencias	0 34
Walnut, Grenoble	0 12 1/2
" Bordeaux	0 10 1/2
" shelled	0 27
Filberts, per lb.	0 11
Pecans, per lb.	0 17
Brazils, per lb.	0 18
(The following quotations on peanuts are for sack lots green. For roasted add 2c.)	
Selected Spanish	0 08 1/2
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08 1/2
Virginia	0 11

SPICES.—Quotations are unchanged.

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

RICE AND TAPIOCA.—Prices are unchanged. Tapioca is up again on the primary market.

Rice, stand. B.	0 03 1/2	0 03 1/2
Rangoon	0 03 1/2	0 03 1/2
Patna	0 05	0 05 1/2
Japan	0 06	0 07 1/2
Java	0 06	0 07
Sago	0 07	0 07
Carolina rice	0 07 1/2	0 10
Tapioca, medium pearl	0 07	
" double goat	0 07 1/2	

BEANS.—The market is still weak.

Beans, hand picked, per bush	1 65
" prime, No. 1	1 40
" Lima, per lb.	0 06 1/2

SEEDS.—Owing to the holidays, trade

is very quiet

Aliske—

Fancy lots, per No. 1
 No. 2
 No. 3

Red Clover

Fancy
 No. 1
 No. 2

Samples of buck-horn big discount

Timothy—

Machine threshed
 Flail threshed, br

Lots cont 1 1-2c. to 2

HIDES, V

go is slightly here are un

Hides, inspected,
 Country hides, ds

Calf skins, No. 1, c
 " No. 1, c

Lamb skins
 Horse hides, No. 1

Rendered tallow,
 Pulled wool, super
 " extra
 Wool, unwashed fl
 " washed fle

Raccoon
 Mink, dark
 " pale

Fox, red
 cross
 Lynx

Bear, black
 " cubs and y
 Wolf, timber
 " prairie

Badger
 Weasel, white
 " black

Fisher, dark
 Skunk, black
 " shot
 " long

Marten
 Muskrat, fall
 " winter
 " spring
 " western

MANITO

(Market quotatic

Christmas ord, has been the inability of vexatious goods and o in distributi trade.

SUGAR.—recent advan

Montreal granulat

" yellow, in

Wallaceburg, in bl
 in su

Berlin, granulated
 Icing sugar in bbl
 " in box
 " in sma

Powdered sugar, in
 " in
 Lump, hard, in bbl
 " in 4-bl
 " in 100-

Raw sugar

SYRUPS

Syrup "Crown Bra

is very quiet, and prices are unchanged.

Aliske—

Table listing Aliske prices: Fancy lots, per bush (6.75 to 7.00), No. 1 (6.00 to 6.25), No. 2 (5.75 to 6.00), No. 3 (4.35 to 5.10)

Red Clover—

Table listing Red Clover prices: Fancy (8.00 to 8.25), No. 1 (7.00 to 7.25), No. 2 (6.35 to 6.75)

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Table listing Timothy prices: Machine threshed (1.65 to 1.85), Flail threshed, bright unhusked (2.00 to 2.35)

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—Chicago is slightly easier in hides, but prices here are unchanged.

Table listing Hides, Wool, and Furs prices: Hides inspected (0.10 to 0.12), Country hides (0.09 to 0.11), Calf skins (0.12 to 0.14), Lamb skins (1.00 to 1.10), Horse hides (3.50 to 3.75), Rendered tallow (0.06 to 0.065), Pulled wools (0.25 to 0.27), Wool unwashed (0.15 to 0.25)

FURS.

Table listing Furs prices: Raccoon (1.40 to 1.50), Mink (4.50 to 5.50), Fox (3.00 to 5.00), Lynx (5.50 to 5.50), Bear (12.00 to 12.00), Wolf (2.75 to 2.75), Weasel (1.50 to 1.50), Badger (6.00 to 6.00), Fisher (5.00 to 6.00), Skunk (1.25 to 1.25), Marten (3.50 to 20.00), Muskrat (0.16 to 0.16), Western (0.12 to 0.16)

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 20, 1906.)

Christmas trade, the largest on record, has been seriously handicapped by the inability of the railways to handle the traffic. Wholesale houses complain of vexatious delays in getting their goods and of equally vexatious delays in distributing them among the retail trade.

SUGAR.—Prices are steady since the recent advance. We quote:—

Table listing Sugar prices: Montreal granulated (4.90 to 4.95), Wallaceburg (4.90 to 4.95), Berlin (4.85 to 4.90), Icing sugar (5.80 to 6.20), Powdered sugar (5.40 to 5.65), Lump hard (5.70 to 5.70), Raw sugar (4.50)

SYRUPS AND MOLASSES.—

Table listing Syrups and Molasses prices: Syrup "Crown Brand" (2.25 to 2.70), Almonds (2.85), Filberts (2.60), Peanuts (0.03), Jumbos (0.03)

Table listing Beverages: Beaver Brand (3.10 to 3.30), Barbadoes molasses (0.40 to 0.45), New Orleans molasses (0.04), Porto Rico molasses (0.31), Blackstrap (0.33 to 2.25)

COFFEE.—As noted last week there has been a sharp decline in Rios. Quotations are as last week:—

Table listing Coffee prices: Whole green Rio (0.10 to 0.105), Standard Java (0.15 to 0.33), Imperial Java (0.29 to 0.32), Pure mocha (0.19 to 0.25), Seal Brand (0.32 to 0.33), Local Blends (0.23 to 0.24)

MINCE MEAT.—

Table listing Mince Meat prices: Mince meat (0.09 to 0.08), 12 oz pkgs (1.05)

FOREIGN DRIED FRUITS.—Dates have been advanced to 6c. per lb. Prunes are still advancing in California and a local advance can not be delayed very long. We quote:—

Table listing Foreign Dried Fruits: Sultana raisins (0.12 to 0.13), Table raisins (2.60 to 5.25), Valencia raisins (1.75 to 2.10), Trenor's Valencia raisins (2.70 to 2.85), California raisins (0.09 to 0.08), Currants (0.07 to 0.08), Filberts (0.07 to 0.08), Vostizzas (0.08 to 0.08), Hallowee dates (0.06 to 0.06), Figs (0.05 to 0.10), Apricots (0.22 to 0.22), Peaches (0.17 to 0.17), Pears (0.14 to 0.14), Plums (0.14 to 0.14), Nectarines (0.16)

CANDIED PEEL.—Prices continue as follows:—

Table listing Candied Peel prices: Lemon (0.12 to 0.12), Orange (0.12 to 0.12), Citron (0.21 to 0.21), Mixed (2.35)

OATMEAL AND CORNMEAL.—

Table listing Oatmeal and Cornmeal prices: Rolled oats (1.85 to 2.22), Standard oatmeal (2.50 to 2.35), Cornmeal (1.60)

NUTS.—Supplies have been delayed for Christmas trade. Prices are:—

Table listing Nuts prices: Almonds (0.16 to 0.33), Filberts (0.11 to 0.11), Peanuts (0.11 to 0.11), Jumbos (0.15)

Table listing Walnuts and Pecans: Walnuts (0.15 to 0.30), Pecans (0.15 to 0.16), Shelled walnuts (0.16 to 0.26), Brazil (0.15)

SPICES.—

GROUND SPICES.

Table listing Ground Spices: Pepper (0.18 to 0.25), Cayenne pepper (0.20 to 0.22), Cloves (0.12 to 0.15), Mace (0.13 to 0.20)

BUCKWHEAT AND RYE FLOUR.—Buckwheat has been advanced to \$1.75 per half sack. Rye flour is quoted at \$1.25 per half sack.

EVAPORATED APPLES.—In strong demand owing to the scarcity and high prices of foreign dried fruits. The present quotation of 8 3/4c. per lb. in 50 lb. boxes is likely to be advanced.

N. B. MARKETS.

St. John, N.B., Dec. 18.

As we near the holidays, business is becoming quiet with the wholesale man, and on the other hand, the retailers are exceedingly busy. These expect a record year.

The tariff is still a matter of interest. There is no doubt duties on the whole are higher, and British goods do not get, as before, a full third advantage. The increased application of the packages duty is particularly unpopular.

In markets there are not many changes. Values as a rule are high, particularly dried fruits, pork products, dairy products and fresh fish. Poultry is cheaper than for two or three years, particularly turkeys, which is good news at this season. Rice is one line made cheaper by the tariff. Otherwise rice is high. Spice continues at full figures.

OIL.—In burning oil, prices are unchanged. Outside the city prices are more firmly held. Lubricating oils are dull at this season. There is little call for paint oil, but this is the season which somewhat settles values, particularly for linseeds, and the outlook is higher prices than last season. Cod oil unchanged, this has been a quiet year. Receipts not large.

SALT.—Business is quiet. Owing to no arrivals of Liverpool coarse salt, buyers have to pay the extra price and take goods ex warehouse. Sales of fine salt, limited.

CANNED GOODS.—These have but fair attention at this season. Stocks continue to arrive. Vegetables firmly held, particularly tomatoes. Fruits are held at full prices. There is quite an enquiry for gallon apples. Stocks cannot be replaced, owing to export demand. Higher prices expected. Oysters are very scarce, but new daily expected. Prices are high. Meats firmly held. Domestic fish rather quiet. Prices unchanged.

GREEN FRUIT.—There is good business, considering the cold weather. First arrivals of Valencia oranges were high, but prices have gone off. Nice Jamaicas are offered. Florida oranges

now arriving, prices are reasonable. Lemons are firmer. Apples have steady sale, at improved prices. Grapes higher. Cranberries quite extreme.

DRIED FRUIT.—Prices of raisins high, except California seeded. Stocks are light. There are no valencias. Some Malaga seeded are offered at attractive prices. Currants continue scarce, and price very high. With better supplies, market will be a little easier. No direct shipments have been received. Market has been supplied from New York. Prunes, while low, are tending higher. Carton prunes popular, shipments are very late. Dates higher. Peels very firmly held. Figs unchanged. Evaporated apples more firmly held. Onions are extreme. Shelled walnuts have been scarce.

SUGAR.—Prices unchanged. Mar-

ket continues firm. Sales have been large.

MOLASSES.—Fancy Barbadoes is a light stock, and very firmly held at full prices. A fair stock of choice at, relatively, much lower figures. Porto Rico unchanged.

FISH.—Fresh fish are high, a good variety, cod, haddock, and herring, chiefly. Some salmon offered. While local market little changed, dry and pickled fish firmer. Smoked herring easy. Finnan haddies are well above usual prices.

FLOUR, FEED AND MEAL.—In flour, prices unchanged. Oatmeal continues high. Cornmeal held at even figures. Feed is high. Oats firmly held. Beans are quiet. While beans unchanged. Yellow eyes hold firm at the advanced price.

ACCOUNT KEEPING ON A FILE

Bruce & Sanderson, Toronto, in Their New Store—A Handsome Front and Modern Fittings—Book-keeping Methods—A Biscuit Department.

Bruce & Sanderson's new grocery on Parliament St., near Gerrard St., Toronto, is the finest store in that section of the city. It is 37 ft. wide and 36 ft. deep. There is but one counter and therefore a great deal of floor space. Behind the counter the wall space next to the window is occupied by a glass case reaching to the ceiling for bottled goods. It is 12 ft. wide and has rounded ends. The contents of the case make a very attractive display and are kept free from dust. Underneath the case are dustproof bins for bread. The centre wall space behind the counter is occupied by the very latest form of National cash register, and beyond that are a series of handsome Walker bins, 50 in all, surmounted by quarter cut oak shelving of light and attractive pattern.

The opposite and back walls are very attractively arranged in canned goods. Near the centre of the store is a quarter cut oak roll-top desk, which serves very conveniently as an office, having as an auxiliary a handsome filing cabinet. Nearer the counter towards the back, stands a Walker bin coffee cabinet and beside it the mill. The other principal features of the floor space is a large marble-topped table for smoked meats and a three-crock, dustproof stand for Heinz pickles in bulk. Down the centre of the store are three iron pillars, and these are encased with canned goods. A handsome metal ceiling adds greatly to the attractiveness.

Model Biscuit Department.

A notable feature is the biscuit department, consisting of 48 separate bins for Christie tins on the wall opposite the counter and adjoining the window. Each tin is on a shelf which draws out and tips. It is a very neat and convenient arrangement and lends itself exceptionally well to the purposes of display.

The store has exceptionally fine window display. There are 35 lineal feet of plate glass in the front. The frames

are of quarter cut oak. Above the plate glass is a wide, very handsome panel of leaded glass. The windows are very handsomely dressed for the Christmas season and will be entered for the Canadian Grocer's December window dressing competition.

Good Goods, No Price Cutting.

There are some features of this business which are extremely interesting. Messrs. Bruce and Sanderson are brothers-in-law and came to Toronto from Simeoe county four years ago, purchasing the business on Parliament St. a little below where they are now. They found a considerable portion of the trade was a pretty poor class, and set to work to improve the business. Their motto was, "Nothing too good for our customers." The result of perseverance along this line is that they have now a large family trade of a really choice character and their wagon delivers regularly as far as two miles from them, both east and west. They are not price cutters. Mr. Bruce said to the Grocer representative who saw him:

"Our aim is to handle the best goods on the market to the extent that our trade will justify. We're not price cutters. If people want cheap goods they have to go elsewhere. Our customers expect us to make a profit and we don't mind telling them what it is."

Directing Their Trade.

By systemizing their business and their work the partners have been able to get along with a minimum amount of hired help. They have a large call order trade. For this purpose they have an inner and an outer circle of customers. Those in the inner circle are called on daily; those beyond twice a week. So far as possible they have diverted this trade from Saturday. The distribution is not difficult and saves much extra labor.

Simplified Account Keeping.

"We would like to, but we simply can't do business without giving cred-

it" said Mr. Bruce, but they have reduced the work in connection with account keeping to a minimum. By the means of a counter check book an itemized statement accompanies each order and a copy is kept. These copies are kept on file in a quarter cut oak filing cabinet. An ordinary Shannon file does the rest. Alphabetically arranged on this file is an ordinary bill head of the firm for each customer and under it a sheet of plain paper. Each morning the totals of the orders sent out the day before are charged on these bill heads and a piece of carbon paper gives a copy on the plain sheet below. Suppose a customer comes in to pay. His account is made and can be produced in an instant. If he pays in full the bill on the file is receipted and handed to him and the copy is destroyed as being of no further use. The copies of orders up to that date are also destroyed as being of no further use. If the customer pays something on account, a credit is made on the bill head and that is given him as a receipt, showing a balance due. A new bill head and clear sheet are put on the file and the balance brought forward. As soon as enough is paid to clear this balance the copy of the old bill is thrown away. That is the system which Bruce and Sanderson worked out for themselves. It is very simple and convenient, but it provides no way for keeping track of the business as a whole.

The invoices are kept in a filing cabinet reserved for them. All invoices of each firm from whom they buy are kept together arranged in order of date. In this way the wholesale dealings of the firm for years can be kept in one small cabinet without a scratch of a pen.

Wait for the Demand.

Mr. Bruce said they never bought a new line of goods until there was a demand for them by their customers. A traveler of a widely advertised cocoa entered the store the other day and tried to sell.

"No," said Mr. Bruce.

"Why?"

"Why, because we have B cocoa and C cocoa and no one has asked for yours."

"But ours is the best."

"Granted, but if your customers don't want it why should I spend my time selling your cocoa to people who want another kind?"

What argument had the salesman left? But many merchants won't agree with Mr. Bruce. This, however, is an interesting store and an interesting firm. They have taken The Canadian Grocer for ten years.

"I don't see how a grocer can get on without it," said Mr. Bruce. "We get a pointer out of it every time we read it."

T. Miles, sales manager of the United Factories, Limited, is on a business trip to the Pacific coast, and will take in Calgary, Edmonton, and other important commercial centres between Winnipeg and Victoria. Mr. Miles will be welcome, for few men are better known to the trade.

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. (f t f.)

AGENCIES WANTED

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

FOR SALE.

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

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

822 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

TORONTO RETAILERS.

R. S. Snow, President for 1907 by Acclamation—Other Nominations.

The monthly meeting of the Toronto Retail Grocers' Association was held in their rooms in the Temple Building Monday night. Vice-President Snow presided in the absence of president Van Loan, who was dressing his Christmas window. Others present were secretary Beaton, T. Clark, F. W. Johnston, D. Bell, H. D. Kelly, J. S. Bond, B. Panter, Fred Thorn.

There was a little discussion of the resolution passed at the previous meeting expressing the view that retailers should not buy canned goods for future delivery. He said a wholesaler had told him that if the retailers would not order ahead the wholesalers would not and the goods would remain with the canners where they should be till they were wanted.

It was the constitutional meeting for the nomination of officers for 1907, but because of the small number present Mr. Bell wanted to hold a special meeting after Christmas. The majority however, stood by the constitution and the nominations were proceeded with.

R. B. Snow was the only nomination for president and by acclamation moves up from the vice-presidency to the chair.

Nominations for other vacancies were:

Vice-President—C. T. Cootes, Fred Thorn, R. H. Stewart, T. Clark.

Treasurer—R. Van Loan, D. McLean, D. Bell.

Executive—J. S. Bond, H. D. Kelly, F. Thorn, B. Panter, D. Bell, C. T. Cootes, R. Van Loan, D. McLean.

Mr. Clark, the present treasurer, was urged to retain the grinds another year but he would not hear to it.

The At-Home will be held on Feb. 6.

D. Ball reported that the summer excursion had netted \$214.49. Expenses were \$812.62, and receipts, \$1,013.48.

Mr. Ball gave notice of motion that the nomination of officers he held in November and the election in December.

More Profit To You



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

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

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

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—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.

Our English Brawn

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

Undoubtedly Wins Trade and Holds it

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

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FOR CHRISTMAS TRADE

ORDER NOW

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

F. W. FEARMAN CO.,
HAMILTON LIMITED

Something Very Good For Xmas

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



"CORONA"

Selected Hams,
Bacon, Windsors,
Sausages, etc.

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

The Montreal Packing Co.
LIMITED

MONTREAL, P.Q.
WE HAVE NO RETAIL SHORES.

The Successful Grocer



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

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

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



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

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

There is very little change in the Cheese Market, but if anything, there is more interest shown and the situation may be called a shade stronger. The late demand has been running entirely on late made November and December goods, as owing to their inferior quality, they could be bought at a less price than September or October made goods, but these goods seem now fairly well exhausted and a fair number of orders received here lately, cannot be filled for lack of supplies, it is therefore only a question of time, when new orders must be filled from the earlier made stocks, which would naturally mean, that high-which would naturally mean, that high-owing first to better quality, and second to higher cost.

Stocks in London, Bristol and Liverpool were reported on the 1st of December at 515,800 boxes of cheese, against 378,000 boxes for the same date of last year, which is an excess of 137,800 boxes for this year for these three principal centres of Great Britain. Against this our stocks in Canada are fully 250,000 boxes less than last year, leaving a shortage of over 100,000 boxes as compared with last year, when the supplies were inadequate for the natural consumption and prices went very high at the end of the season.

Receipts are falling off rapidly now and the total for last week was only 3,070 boxes of cheese and 3,064 packages of butter, against 2,063 boxes of cheese and 3,695 packages of butter for the same week of last year, or a total since May 1st of 2,345,292 boxes of cheese and 592,053 packages of butter as compared with 2,300,387 boxes of cheese and 758,920 packages of butter for the corresponding period of last year.

We therefore find an increase in our receipts of cheese of 44,905 boxes and a decrease in our receipts of butter of 166,867 packages. Considering that it takes about 2½ times as much milk to produce a pound of butter to what it takes to make a pound of cheese, the decrease in the production of milk during last season is enormous.

The statistical position of cheese is a very strong one and prices are likely to advance very considerably before the commencement of the new season.

The situation on butter is a very peculiar one and it is difficult to make a forecast on future prices at present. United States markets report a shortage and very high prices, our market is very firm and finest grades are exceedingly scarce, but both the United States and Canada are bringing fairly large quantities of butter back from Great Britain, and to what extent this may affect the future of our market is as yet an unsolved problem.

The make of butter during the winter months will undoubtedly be less than last year, but present prices are already high, fresh dairy rolls will come in and if butter is returned from Great Britain in sufficient quantities, we may have, to say the least, enough butter for our home consumption.

The duty on butter into the United States is six cents per pound, this is usually considered prohibitive, but if the U. S. are really very short of butter, and the prices there are already getting very high, they may draw on us for supplies in spite of the duty, as they have done on some previous occasions, and then we may be obliged to advance prices further.

Under normal conditions, admitting a shortage in our own supplies, we would consider present prices high enough, yet abnormal conditions may prevail and cause abnormally high prices.

It seems very strange that butter can be shipped across the ocean, brought back and sent out to the West as far as Manitoba and that there should be a profit in this business for the merchants when prices have been high during the whole season, but strange conditions prevail at times in the commercial world.

PROVISION SITUATION.

Not for a couple of years at least, have deliveries of hogs been as heavy as during the past three weeks. This would be very satisfactory, were it not that prices are away above the export market for products, and too high to permit any material reduction from the prices now ruling in the domestic market. Prices for live hogs are, however, a quarter lower than last week. This week the packer is paying \$5.90 f.o.b. country points, which is \$6.15 at the Toronto cattle market, and \$6.35 to \$6.40 off ears at the factory. Last week, deliveries were quite as large as the week before, but they were large, and the month will almost make a record for hog deliveries in Ontario.

The bacon market in the Old Country is bad. There does not seem to be any demand. Deliveries of bacon have not been at normal either. The reason for the slackness is not known here, except that for the time being, the Bri-

ton has decided to forego pork. Of course the demand is always light about Christmas. Prices are still several shillings under cost on the basis of the present prices of hogs. The Danes do better. They buy for from 6s. to 10s. less than the Canadian packer, and get from 2s. to 4s. more for their bacon.

The domestic market for pork products is pretty firm, though there is a slightly easier tone in load. The demand for cured meats is very small, but the packers are accumulating stocks for next summer's trade. Just at this season, the Canadian public is going in for poultry and fresh meat and fish; then again, every butcher does some curing on his own account.

In Chicago the provision situation is quite different. Last week the dealing in all branches of hog products was active, with prices irregular but generally higher than those of the week before, and to a new high level for the season. The main influences were the continued light movement as well as the higher prices of live hogs. There was considerable buying by commission houses, as well as by packers, together with good buying for investment and for foreign contracts, while the selling was chiefly by longs, who were taking profits. Packing operations continue to show a deficit compared with last year, and the loss is not being made up. The week past has increased the deficit, while the estimates of the stocks of products show but slight gains at the best. All offerings have been absorbed, and there are no accumulations in the stocks at the moment to give sellers confidence. The packings for the week were 125,000 less than a year ago, and since the first of November it has decreased 675,000. The stocks since December 1, at Chicago, of products are estimated as decreasing somewhat on lard and increasing moderately on pork and ribs.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

Very little interest is taken in provisions at present. The last of the Christmas trade is being transacted but only local orders can now be filled. There is a fair jobbing demand for pure lard, while inquiry for compound, stocks of which are falling off, are limited.

Lard, pure tierces	0 124
" " " " 56-lb. tubs	0 124
" " " " 20-lb. pails, wood	0 124
" " " " cases, 10-lb. tins, 50 lbs. incase	0 124
" " " " 5-lb.	0 124
" " " " 3-lb.	0 124
Lard, compound tierces, per lb.	0 082
" " " " tubs	0 09
" " " " 20-lb. pails, wood	0 09
" " " " cases, 10-lb. tins, 50 lbs. incase	0 10
" " " " 5-lb.	0 10
" " " " 3-lb.	0 10
Wood net, tin packages, gross weight	22 00
Canadian short cut mess pork	22 00

American short cut clear	21 00
American fat back	23 00 23 50
Breakfast bacon, per lb	0 15
Hams	0 13 0 14
Extra plate beef, per bbl.	12 50 13 00

BUTTER.—Good trade is being done in butter at prices, which, speaking generally, are well maintained. Large rolls are coming forward more freely and prices are easing off a little.

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

CHEESE.—In cheese there is very little activity. The market is very quiet.

Ontario, September make	0 13 0 13
" " " " late make	0 12 0 13

EGGS.—The market this week is very firm. There have been numerous inquir-

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

SALT SALT
 Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
 TORONTO, ONT.
 AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS
 —WE ARE—
BUYERS and SELLERS
 Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
 TORONTO.

BROOMS BRUSHES BASKETS
WOODEN WARE **WILLOW WARE**
Paper Bags **Wrapping Paper** **Twines**
Grocer's Sundries
WALTER WOODS & CO.
 Hamilton and Winnipeg

WIN and HOLD
 Your Trade With
Clark's
Canned
Meats.
 Perfect in Preparation.

ies lately for rather large lots for outside points. Local trade is very good.

Fall selects, doz	0 24	0 26
Storage	0 24	0 25
Storage, No. 1, doz	0 22	0 22
Pickled eggs	0 39	0 32
New laid eggs	0 39	0 32

POULTRY.—With the approach of Christmas the demand for turkeys becomes greater. Supplies are good and prices firm. Dealers are asking 15c. today. Ducks are reported slow, but chickens are in good demand.

Turkey, per lb	0 15
Chickens and fowls, per lb	0 08 0 11
Geese, per lb	0 10 0 11
Ducks, "	0 10 0 11

HONEY.—White clover comb honey is very scarce, in fact it cannot be obtained in anything like quantities. Prices are steady.

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

TORONTO.

PROVISIONS.—Prices are almost unchanged though demand is very light and deliveries of hogs are large. Packers assert that present prices for hogs will not justify much lower prices for products. Lard is easier.

Long clear bacon, per lb	0 11	0 11 1/2
Smoked breakfast bacon, per lb	0 15	0 15 1/2
Roll bacon, per lb	0 11	0 11 1/2
Small hams, per lb	0 15	0 15
Medium hams, per lb	0 15	0 15
Large hams, per lb	0 13	0 13
Shoulder hams, per lb	0 11 1/2	0 11 1/2
Backs, plain, per lb	0 16	0 17
Heavy mess pork, per bbl	22 00	23 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb	0 12	0 12 1/2
" tubs	0 12	0 12 1/2
" pails	0 09	0 09
" compounds, per lb	0 09	0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 50	7 50
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 11
Hogs, street lots	8 01	8 50
Veal	0 09	0 10

BUTTER.—The market is a little difficult to gauge. Dairy receipts are liberal and medium grades are slightly lower, but choice still brings the top price. The market generally is asserted to be firm, but demand temporarily quiet at Toronto because retailers have been getting shipments direct from outside instead of through the usual wholesale channels.

Creamery prints	0 27	0 28
" solids, fresh	0 24	0 25
Dairy prints, choice	0 24	0 25
" ordinary	0 21	0 22
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 19	0 20

EGGS.—Stocks are said to be small and there is talk of a shortage, but prices are lower or rather there is more classification. Strictly new laid are still unobtainable. Fresh selects being 26c and ordinary fresh 23c. It is said there are or were some pickled eggs carried over from last year which were selling at 19c. About the usual number were put away here last spring and summer, but the demand it is asserted has continued heavy and has eaten into stocks at an unusual rate.

Eggs (strictly new laid)	0 35	0 40
" selects	0 26	0 26
" fresh	0 23	0 23
" pickled	0 21	0 21
" sp'its	0 18	0 18

CHEESE.—Prices are unchanged.

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

HONEY.—Prices are unchanged.

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

FOWL.—Deliveries have not been heavy but the latter part of the week is expected to produce sufficient for the Christmas trade. The export business has been quiet this fall and there is plenty of fowl in the country. Chickens are a little easier and geese slightly firmer. On the whole there is another better feeling in the market for choice Christmas stock.

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

WINNIPEG MARKETS.

BUTTER.—Creamery is held firmly at the advance noted last week and a further advance is not unlikely in view of the heavy holiday demand for the fancy article. We quote:—

Fancy fresh creamery, in 1 lb. bricks	0 32
Choice Manitoba, in 1-lb. bricks	0 26 0 27
Fancy creamery, solids, 56's 28's, 14's	0 26

CHEESE.—Prices are very firmly maintained and advances are expected. We quote:—

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

LARD.

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

CURED MEATS.

Hams, selected stock, special mild cure	0 17 1/2
Bacon, " "	0 22 1/2
Backs, " "	0 18 1/2
Hams, light, 10 to 12 average	0 16 1/2
" medium, 14 to 16 average	0 16 1/2
" heavy, 20 to 30 for slicing	0 16
" heavy, skinned 21 to 30 for slicing	0 17
Picnic hams light, choice, 6 to 8	0 13 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	17 1/2
" clear bellies 12 to 14	17
Clear backs, b bacon light	16
" b bacon 12 to 14	15 1/2
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham sets	0 12
Smoked hams boned and rolled, 2s. per lb. additional.	

DRY SALT MEATS.

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

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When a Maker Offers You
"Backed up by a Guarantee"

Mince Meat

Your duty is clear.

All mince meat is eatable.
But all mince meat is not digestible.

Wagstaffe's FINE OLD ENGLISH MINCE MEAT

is digestible because it is made from a fault-
less recipe from select fruit and spices and
put up in a clean factory.

In England, everybody is delighted with

WAGSTAFFE'S MINCE MEAT

In Canada, you'll soon
be able to say the same.

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

Wagstaffe, Limited

HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND.
Invites consignments of Canadian Pro-
duce, gives personal attention to hand-
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turns. Reference - Clydesdale Bank,
Aberdeen. Codes—A. B. C. 4th and 5th Eds

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

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

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

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

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

CANNED GOODS.
T. A.—Scottish, Liverpool.

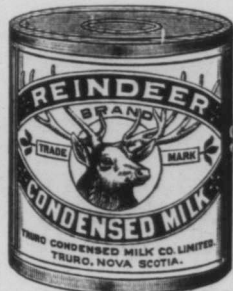
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Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams,
Butter, Cheese and Poultry. Telegraphic
Address: Avouching, LONDON. Codes:
A. B. C. 4th and 5th editions. A1, Western
Union. Highest References.

This space \$15.00 per year.

A GOOD LINE FOR
HOLIDAY TRADE



Reindeer (with Milk and Sugar) Coffee



Ready to Use

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

STOCK UP

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

THE

Manitoba Canning Co. Ltd.

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

CALL or SEND for samples to

NICHOLSON & BAIN, WINNIPEG,

and compare our goods with other
brands.

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

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
per 1/4 bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

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

ST. JOHN, N.B.

PROVISIONS.—Barrel pork held firm at full figures. Beef continues high and scarce. Pure lard is firm and high. Refined compound practically off the market. In fresh meats prices are firmly held. Beef unchanged. Mutton sells at full prices for this market. Lamb held firm. Little veal seen. Pork is high. In poultry, ducks scarce, turkeys lower than usual. Steamers being largely supplied from the West.

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

BUTTER.—Prices are firmly held at full figures. Fair supplies.

Creamery butter	0 25	0 30
Best dairy butter	0 24	0 28
Good dairy tubs	0 21	0 24

EGGS.—Prices are rather high and no lower figures expected.

Eggs, strictly fresh	0 36	0 40
fresh	0 23	0 25

CHEESE.—Market hardly as firm. Stocks light.

Cheese, per lb.	0 14 1/2	0 15
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THINK TANK BOILED OVER.

(Clareholm Review, Alberta.)

Farmers, merchants, citizens of this grandly fruitful, gloriously youthful Alberta, awake! Rub out the sleepy eyes of indifference and take a clear view of your privileges and opportunities. Take time by the forelock; shake off the coddling hand of the sleepy, arrogant East that would make us think we were still children, and let us be the architects of our own future, knowing that "New occasions teach new duties; time makes ancient things uncouth." And it is certainly behind the age to truckle any longer to the Eastern markets at the prices offered.

Farmers, let us sit up and think.

J. M. Dowdall, grocer, Ottawa, will shortly go into the cooked meat business and devote his whole time to it, giving up groceries.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

LIFE CHIPS

are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.

They retail at ten cents a package.

A good seller.

Send your orders to

The Battle Creek Health Food Company,

Limited

Canadian Factory and Office, LONDON, ONT.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

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

THERE ARE THREE CLASSES OF LUNGS

but only one class of Barley in our mill—1st Class

HAVE YOU PRICES?

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

Free from Husks.

Fresh Made.

Reasonable Price.

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

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

SALT { FULL STOCKS } SALT
BEST BRANDS

Verret, Stewart & Co., Ltd., Montreal

It's Poor Business Policy

for a Grocer to attempt to reach "Success Haven" without **McIntosh's Big Three.**

People always want good things and—**customers worth obliging always want McIntosh's cereals.**

Send off your order to-day and name the brand you want. They're all steeped in Quality—but the big premium (766) goes with "Beaver Oats."

P. McINTOSH & SON
Toronto, Canada

IF YOU DON'T SELL SHREDED WHEAT

You are not in the procession of up-to-date grocers. It is the one recognized staple among the cereals—made of the whole wheat, steam-cooked, shredded and baked. Ready-to-serve, for any meal in any season. Easily digested. Makes red blood and good muscle. Tell your customers to try it for breakfast with hot milk or cream.

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NIAGARA FALLS, ONT.

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"It's All in the Shreds"

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

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"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.
BRANDON, MAN. LIMITED

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.

CEREALS AND CONFECTIONERY

Quiet Grain Markets Everywhere—Millions More in the World's Visible Supply of Wheat—More Barley Coming—Flour Trade Quiet.

Grain markets are quiet everywhere. The flour trade is much less active than it was. The domestic demand is only fair, and the export demand generally speaking, very poor, though some good sales are still reported of established brands, both in England and South Africa, and the world's visible supply of wheat at the beginning of the week was four and a half million bushels more than a year ago, and more than two years ago also. During the week the visible supply in Canada and the States decreased three million bushels, compared with a decrease of four million bushels the corresponding week of last year.

In the States, during the week past, the speculative dealings in wheat have been small, owing to the lack of new features to stimulate trading, and prices have had a slow but downward course, with no apparent change in the market conditions. The foreign markets have reported little, if any, changes, while the advices from Argentine have been favorable, although private cables late in the week reported the weather as unsettled. The trading in general has been wholly professional and is expected to remain so until after the approaching holidays.

Deliveries of barley in Ontario have been larger, and prices are easier.

MONTREAL.

GRAIN.—Corn is three cents lower this week, lots being obtainable at 80c. Demand for this line is almost nil. Other prices are steady.

No. 4 barley, store	0 53
Feed barley, store	0 51 1/2
No. 2 white oats	0 42 1/2
No. 3 white oats	0 41 1/2
No. 4 white oats	0 40 1/2
No. 3 yellow corn	0 16
No. 2 peas, basis 78 per cent. points	0 80

FLOUR.—Good local trade is being transacted in flour at prices which show no change.

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	
Glenora	4 10	
Manitoba spring wheat patents	4 60	
strong bakers	4 10	
Buckwheat flour	2 25	2 30
Five Roses	4 60	

ROLLED OATS.—The market is steady. Despite indications pointing that way, there was no change in prices last week, and nothing new is anticipated at present.

Fine oatmeal, bags	2 40	
Standard oatmeal, bags	2 40	
Granulated	2 40	
Gold dust cornmeal 98 lb bag	1 75	
Rolled oats, 90-lb. bags	2 25	
80-lb. bags	2 00	
bbls.	4 80	
Choice boiling peas	1 00	1 10

FEED.—Feed of every description is exceedingly scarce, but otherwise there is nothing new in the market. Prices are unchanged.

Ontario bran	9 50	21 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
bran	19 00	20 50

Mouillie, milled	24 00	
straight grained	25 06	28 00
Feed flour	1 30	1 35

HAY.—Local dealers are doing very little in hay. It is difficult to obtain deliveries from country points, and conditions generally are not such as to warrant active trade.

Advices from the Old Country report a firm market with indications pointing to further advances. The latest Liverpool quotation is 85s. c.i.f.

No. 1	14 0	
No. 2	12 50	13 00
Clover mixed	11 00	11 50

TORONTO MARKETS.

GRAIN.—Manitoba wheat has been down a half a cent, but is back at the same figure as a week ago. Ontario wheat is lower, owing to increased deliveries by farmers. For the same reason, barley is easier, 3x being quoted at 48 1/2 for export, and No. 2 at 51 for local trade. Oats also are slightly easier.

(F.o.b. Georgian Bay points)		
No. 1 hard	0 82	0 82 1/2
Manitoba wheat, Northern No. 1	0 81	
No. 2	0 78	
No. 3, nominal	0 76 1/2	
Red, per bushel, 78 per cent. points	0 70	
White, " " " "	0 70	
Mixed, " " " "	0 69	
Spring, nominal	0 65	
George, " " " "	0 65	
Barley, No. 1	0 51	0 51
No. 2	0 49	0 48 1/2
No. 3x	0 45	
No. 3	0 45	
Oats, white	0 36	
mixed	0 35	

FLOUR.—Prices are steady, but trade is rather quiet. Domestic business is fair for the season, but the general export demand is almost nil, though reports continue to arrive of good demand for established brands.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent Manitoba patents, per bbl	3 90	4 00
Straight roller	3 40	3 60
Blended	3 70	3 80

CEREALS.—Business continues good at unchanged prices.

Rolled wheat in boxes, 100 lbs.	nominal	2 25
50 lbs.		1 25
Rolled oats, carlots, per bbl. in bags		4 00
in wood		4 25
for broken lots in wood		4 50
broken lots in bags		4 25
Oatmeal, standard and granulated, carlots, on track, per bbl.		4 55
in bags		4 30

NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 18.

The produce markets continue to attract attention, there being a notable shortage of potatoes, butter and eggs. Potatoes have advanced five cents per bushel, and are now quoted at 55 cents. It is predicted that before another week passes, they will be sixty cents. Very few of the commission men have stocks on hand, and owing to the lateness of the season, the prospects of the closing of Prince Edward Island navigation, their chances for filling their cellars are very slim. One commission man, who requires an average

of 8,000 bushels during the winter, to supply his customers, has only a few hundred bags in his cellar.

There is a very marked scarcity of good fresh eggs, and the market is almost bare. There is a pressing demand for eggs just at present, and there is no supply available. In the green market, eggs have sold as high as fifty cents per dozen, a record price for this market. Jobbers find the greatest difficulty in procuring a sufficient supply of good fresh stock for their customers.

FISH.—The lobster season in Nova Scotia will open this week, and a good business is looked for. Lobsters are very scarce on the American market, and as inquires have already been received from dealers in Boston and other United States cities, it is expected that there will be an unusually good demand. The lobsters are usually shipped alive in crates to Boston, which is the distributing centre. Halifax and Yarmouth, are the points from which shipments are made, they having direct steamship communication with Boston. The foreign fish markets are not very active just at present, though the exports to the West Indies are fairly good. Prices on dry fish are unchanged. There is a good demand for Nova Scotia pickled mackerel in Boston, and nearly all the receipts on that market last week were from this Province. The smelt trade with the United States is also increasing, the Provincers weekly sending hundreds of crates to these markets. Prince Edward is probably the largest exporter of smelts, and good prices are obtained. The movement of goods for the Christmas trade is quite heavy, the only drawback being the condition of the roads in some sections. Prices are well maintained throughout the list, though there is keen competition between several of the large retail cash grocers, and some cutting of prices.

There is very little poultry on the market at present, but the dealers say that there is lots in sight, and that prices will be lower than last year. Turkeys are quoted at 17 to 18 cents, per pound, chickens 12 to 14 cents per pound, geese 15 cents per pound, and ducks from \$1 to \$1.50 per pair.

The receipts of pork are improving, but the price remains unchanged at 8 to 9 cents by the carcass.

ATTRACTIVE CHRISTMAS CARD.

Joseph Brown & Sons, Montreal, have issued for Christmas a very neatly gotten up card. It is surely a business getter, as it is one of the neatest things in its line which has come to the attention of the Grocer for some time. The front of the card shows a line drawing of a bunch of bananas in gold, the reading matter being printed in green and in brown. The back of the card contains some catchy literature which ought to be very effective.

Let



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William
394-396 S

CANADA
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BUY T

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J. A. Taylor
Mon

Let us repeat it

Cailler's
GENUINE
**SWISS MILK
CHOCOLATE**

(Pronounced Ka-lay)

is the richest and purest of all Swiss Milk Chocolates on sale in Canada. The **best** is what you should offer your customers. The **best** holds your trade.

Say you want "Cailler's" when buying Swiss Milk Chocolate.

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 fact that you can find

**MOTT'S
Chocolate**

"Diamond" and "Elite" brands

in every store in Canada is due to the fact that for QUALITY and SATISFACTION in work there is nothing to surpass them.

BUY THEM—EVERY JOBBER SELLS THEM.

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

SELLING AGENTS:

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

"From golden grain to package form, no human hand touches"

CANADA FLAKES



That, Mr. Grocer, is why Canada Flakes is particularly clean.

This automatic machinery also insures a product of unvarying quality.

In crispness of flakes, and flavor, no food compares with Canada Flakes; and the housewives (the buyers) know it.

That is why Canada Flakes is popular and sells so well.

In every HOUSEHOLD 25c. size a beautiful china plate or other china tableware is enclosed.

Buy Household Canada Flakes.

A MERRY CHRISTMAS

Our relations with you during the year now drawing to a close have been most happy. There has been mutual satisfaction in our dealings, and while extending to you the compliments of the season, it is our hope that we may long continue to carry on business together

AND

both of us share in the wonderful prosperity of the Dominion.

During 1906 we have striven to give you satisfaction. How we have succeeded you are the best judge.

In 1907 we will earnestly endeavor to give you even greater satisfaction than in the past.

LAPORTE, MARTIN & CIE., LTEE.

Wholesale Grocers
MONTREAL

A HAPPY NEW YEAR

HOT

WINN

This house
cated on the
rooms are br
paid to gues
cold water b

TOWE

This first-c
ated in the
city. Five
steamer stal
buildings. C
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HOTEL DIRECTORY

WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL GEORGETOWN
DEMERARA

BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week. Open Nov. 1 Closes in May.

WINTER RESORT

QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, Proprietor

RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL

HALIFAX, N.S.

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JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 465 Temple Building, Montreal.

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ATWATER, DUCLOS & CHAUVIN

Advocates, Montreal

Albert W. Atwater, K.C., Consulting Counsel or City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.

Barrister, Solicitor, Etc.

Head Office Guelph, McLean's Block. Branch Office, Acton, Town Hall. Corporation, Solicitor, Etc.

ROBINSON & GREEN

Barristers, Solicitors, Etc.

John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.



Known and
Loved for
SIXTY
YEARS

COX'S GELATINE

It is one of the old institutions of all English-speaking lands. **PURITY and STRENGTH** are the watch-words of the makers.

Canadian Agents:

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

J. & G. COX,
Ltd.
Gorgie Mills,
EDINBURGH

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES



No Chemicals are used in their manufacture.

Registered,
U. S. Pat. Off.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 85 St. Peter St., Montreal, Can.



An Auto? No!

Peanut and Popcorn Seller.

Catalog show'em \$8.50 to

\$350.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

SPRAGUE

CANNING MACHINERY CO.

CHICAGO, ILL., U.S.A.

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

If Nicholson's Mince Meat
is not on Your Order
Sheet Put it on

and this very day despatch the order to us. You will receive the best supply of the best Mince Meat ever seen within your store.

Know more regarding 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.

FLOUR TRADE WITH JAPAN.

Alexander MacLean, Canadian Commercial Agent in Japan, has not lost faith in the possibility of opening up a large market for Canadian flour in the Island Empire of the Orient despite the imposition of a heavy duty compared with the small duty on wheat. He has lately received many enquiries, he says, indicating a doubt as to the future of the flour trade in Japan and continues:

The defence of the duty on flour, put forward in the interest of the government when charged with initiating a protectionist policy, is that in this country flour is subject of taxation for revenue when public necessities are urgent. It is further stated that were wheat an article worth considering for revenue purposes, it would have been brought under the revenue impost with flour. The manager of one of the most extensive purveying firms in Japan, who have not heretofore dealt in flour, has been considering the flour question since the prospect of Canadian flour from the Pacific Coast has opened up with a competing chance. He is now recommending, to a meeting of the managers of the several branch houses, to take up Canadian flour. He would not do this if he thought seriously of the prospect of Japanese grinding. He says that flour milling companies will be formed to some extent, but he does not believe that Japanese millers will be able within many years to make flour nearly equal to the imported article. His further idea is that the more the Japanese interest themselves in flour and wheat, the greater will be the force behind competition and consumption, and the greater the progress that will be made towards the general use of flour.

There is this to be said of the present milling predisposition, that China is more its objective point than Japan. China is a very much larger market, and the sphere of Japanese influence is just now a most attractive field for all sorts of projectors.

BEAN CROP IN KENT.

**Good Yield—Farmers Holding Half—
Light Demand From Europe.**

(By our Special Correspondent.)

The bean season here is just now rather dull. The season started with good deliveries, which were all taken care of. The Northwest took a good lot of beans against the closing of navigation, but just now things are quiet, pending the selling out of the stock purchased earlier in the season. It is expected that the situation will liven up shortly.

The crop in this county is a little larger than that of last year. The acreage was probably a trifle less, but the beans produced have been of a very high grade, and the proportion of culls is very small. In the northern part of the county the crop was harvested without damage; it was a little damaged in

the south. Probably from one-third to one-half the crop is already out of the farmer's hands; the balance is being held. Dairymen and others are seeking culls, and can't get them.

The export demand for Europe and the United Kingdom thus far has been much lighter than was expected in view of reports that the crop there was light. There have been only a few shipments.

The increase in the tariff from 15c to 25c is viewed with favor, though regarded by dealers as not sufficient. It is expected to aid business with the West, the extra duty neutralizing to a slight extent the disadvantage in freight rates.

SCOTCH CALENDAR.

D. McDougall & Company, Glasgow, Scotland, have sent the Grocer two Calendars for 1907. The Calendars which are on heavy finely glazed cardboard, represent in striking colors a picture of the ark resting on the summit of Mt. Ararat. The Royal Standard is floating from the stern, while a happy looking individual is looking out with one of McDougall's clay pipes in his mouth. This is presumably the original clay pipe, and portrays its antiquity.

The Ark is labelled "The McDougall," and the cards are printed for both French and English trade. As a calendar advertisement, it is of a character to remind one pleasantly of the flight of time.

SOAP TRADEMARK.

**Action Brought to Preserve That of
Baby's Own.**

An interesting soap action based upon an alleged infringement of trade marks is now before the Exchequer Court of Canada. It was brought by Albert Soaps Limited, manufacturers of Baby's Own Soap against Drysalters, Limited, makers of Mother's Favorite Soap.

Baby's Own Soap has been on the market since 1879 and the trade mark was registered in 1881. Mother's Own Soap was put on the market last spring. Alberts, Limited, allege that the latter soap is put in a box bearing a label so closely similar to the label on the box of Baby's Own Soap as to be easily mistaken therefor. It is further stated that "Mother's Favorite Soap" is wrapped in paper not dissimilar from the paper and printing used in connection with Baby's Own Soap and that the soap itself is similar in form and closely resembles in scent and color "Baby's Own Soap" to such a degree as to deceive and confuse purchasers who may desire the latter brand.

The claim sets out that the acts of defendant in so putting up and placing their soap on the market, are acts of unfair competition and are done with the intention of taking advantage of the reputation of "Baby's Own Soap."

In conclusion, the plaintiff claims "that it should be declared that the

It takes more than an ordinary supply of skill and care to produce good (with a capital G) biscuits and to keep up the standard every living day.

**Mooney's Imprint on a
Biscuit Signifies
"Goodness"**



are made from the finest ingredients and with the most "seeable" skill and care.

They are sweet and delicious tasting, so in constant demand.

All "get along" grocers adorn their shelves with those trade-guiders—

Perfection Cream Sodas

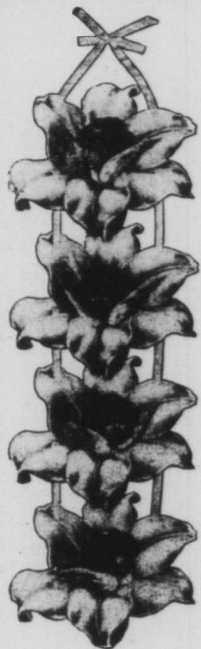
**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

defendant is infringing the trademarks of the plaintiff."

"That the acts of the defendant in placing its soap upon the market with the labels at present used and in the manner at present adopted constitute a trade fraud and an infringement of the plaintiff's rights.

BUSTLING WELLAND.

Welland is doing its full share in the present industrial expansion of Canada. The Plymouth Binder Twine Co., are now ready to operate and are employing four or five hundred hands. The Beatty Foundry Co. have removed to a larger site and will, when their contemplated enlargements are carried out employ an additional three or four hundred men. The Plymouth Co. have built some cottages and are building 50 more.



A Merry Christmas

and

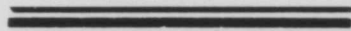
A Happy New Year

'Tis a year since last we had the pleasure of so greeting our many friends and customers, but time has been fleet.

We trust that your business has prospered and grown to larger proportions than ever were reached in the past. May it continue to forge ahead that the end of 1907 may find you even more prosperous than to-day.

We have grown, and our business has increased by leaps and bounds. You have helped us in the past, and we thank you for your patronage. We have many plans for the coming year, which, we trust, will result in mutual satisfaction.

Mayn't we count upon you for the Future?



HUDON, HEBERT & CO., Ltd.

Wholesale Grocers, MONTREAL

"The Most Liberally Managed Firm in Canada."

FRUITS, VEGETABLES AND FISH

Holiday Trade in Fruit Above the Average—Shortage of Orange Supplies Causes Trouble—Oysters in Good Demand.

The fruit trade is reported by all concerned as exceptionally good. This week's quotations show very few alterations, although great difficulty has been experienced in some lines, especially oranges, in securing supplies to meet the demand. A general car shortage has prevailed for some time past, in both Florida and California. The Southern California orange crop has been slow in maturing, and packing has been considerably hindered by excessive rains, so that growers in that part of the country did not at first worry about cars. Now, however, the shortage seriously affects them, as it is probable that a large part of their best stock will be too late for the holiday trade. Retailers are said to have been ordering heavily for Christmas. Orders for spring delivery, three months or more away, are also being made. As an example, it is stated that a shipment of bitter oranges due in March, has already been sold.

The Christmas rush has not yet affected the vegetable market to any great extent. Practically the only quotations altered are in imported lines.

The fish market is little altered by the approach of Christmas, with the exception of oysters, which are in good demand, but reported somewhat scarce in Quebec.

MONTREAL.

GREEN FRUITS.—Dealers are just about finishing up their Christmas trade, which is reported very good. Oranges have enjoyed excellent sale. Both oranges and lemons have been selling freely since the new tariff arrangements, but the car shortage has resulted in keeping prices firm. Bananas are scarce on the seaboard, and prices locally are firm in consequence. The demand is said to be larger than the supply at present.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	
" " jumbot	2 00	
Cocoanuts, per bag of 100	4 25	
Pineapples, crate	4 50	
Kumquats, box	0 20	
Mandarines, box	1 00	
Egg plant, doz	2 50	3 40
Apples, bbl	3 50	5 00
New lemons	3 25	
Pears, per half box	2 75	
Mexican oranges, box	2 65	
California oranges, new navel	3 50	
Jamaica oranges, per bbl	4 50	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 00	3 25
New figs, per lb	0 08	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	8 00	
Florida grape fruit, box	4 00	
Jamaica grape fruit, box	3 75	4 10
Almeria grapes, per bbl	2 50	6 00

VEGETABLES.—A good trade has been done in many lines during the past week. Cucumbers, lettuce, beans, celery and other articles are in good demand considering the season. Prices on the whole are about the same as they were last year at this time. Beans are a little cheaper as is also lettuce.

Parsley, per doz bunches	0 30
Sage, per doz	0 60
Savory, per doz	0 60
Montreal cabbage, per doz	0 50
California tomatoes, crate	2 50
Turnips, bag	0 75
Water cress, large bun hes, per doz	0 75
Lettuce, per doz	0 40
Boston lettuce, per doz	0 75
California celery, crate	6 00
Endives, lb	0 25
Spinach, per bbl	5 00
Cucumbers, per doz	1 50
Celery, per doz	0 25
Potatoes, per bag	0 93
Jersey sweet potatoes basket	2 00
Spanish onions, crate	2 50
" " 56 lb cases	0 95
Red onions, bbl	3 50
Beets, bag	0 75
Carrots, bag	0 90
Wax beans, per basket	5 00
Green beans	5 00
Mushrooms, lb	1 50
Horseradish, lb	0 15

FISH.—Dealers report active demand for fish. This week has been particularly good one, there having been three fish days. Prices are very well maintained. Quotations on cod and haddock are lower this week. Tom-cods are also cheaper. Lake fish are firm. Cold weather is the cause of a scarcity in bulk oysters, and the figures asked at the source of supply are higher than ever before. Haddies, which are more plentiful, are selling freely. Kippers are scarce. Yarmouth bloaters are now quoted.

Fresh and Frozen Fish.

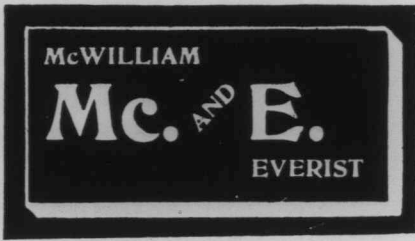
Fresh haddock, express, per lb	0 04	0 04
Halibut	0 09	
Grass pike, round	0 08	0 08
Grass pike, dressed	0 07	
Market cod	0 04	0 04
Steak cod	0 05	0 05
Mackerel, large	0 11	
Dore	0 09	
Whitefish	0 08	
Small sturgeon	0 08	
B. C. salmon	0 03	0 19
Qual's salmon	0 07	0 08
Smelts	0 10	
New tom-cods, bbl	2 00	
Sea herrings, large, per 100	1 90	2 00
Smoked fish—		
St. John bloaters	1 25	
Haddies, in 15-lb boxes, per lb	0 03	
Smoked herring, per lb	0 12	
Yarmouth bloaters, box	1 25	
Oysters—		
Standards bulk, per imp. gal	1 50	
Selects, bulk, per gal	1 70	
Oyster pails, pints, per 100	1 00	
" quarts	1 25	
Oysters, Malpeques, bbl	9 00	
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, 100 lb kegs	5 50	
Labrador salmon—		
" " in bbls	12 50	
" " tierces	18 00	
" " in 1/2 bbls	7 00	
No. 1 green cod, in bbl's of 230 lbs	7 00	
Small	5 50	
New turbot, bbls 230 lbs	10 00	
Pickled sardines " bbl	5 50	
" " h f bbl	3 00	

TORONTO.

FRUIT.—Cranberry prices this week show a considerable decline, present quotations ranging from \$8.50 to \$11.50 per barrel, compared with \$10.00 to \$12.00 last week. Red bananas are quoted this week at \$3.50 per bunch.

Orange, Jamaicas, per bbl	5 70
" " per box	2 50
" Florida, 12's-21's	3 75
" Mexican 12's-21's	3 00
" Tangerines, half box	2 50
" Valencias, 42's and 71's	4 50
" navel, 9's, 30's	3 00
Grape fruit, 46's 80's	3 50

Wishing you
A
Merry Xmas
and
A Prosperous
New Year.



TORONTO

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL

ESTABLISHED 1886

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.

Lemons, Cali
" Mess
Limes, per cri
Pineapples, F
Apples, snow
" Spier
" Bald
" Cree
" King
Bananas, per
Red bananas
Grapes, Alm
Chestnuts, pe
Cranberries, p

Holly, per cas
" wreath
Mistletoe, per
Evergreen wre

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Labrador herra

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FISH

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.....	0 75
.....	6 00
.....	0 20
.....	5 00
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Lemons, Californias, boxes	5 00	5 25
" Messinas, 30's-36's	3 00	3 25
Limes, per crate	5 00	
Pineapples, Florida, 30's and 24's	2 00	3 00
Apples, snows	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 40	3 00
Bananas, per bunch	1 75	2 25
Red bananas per bunch	3 50	
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, \$1.50 to \$1.75 per bush	5 50	6 00
Cranberries, per barrel	3 50	4 00
" crate	4 00	4 25
Holly, per case	1 25	1 75
" wreaths, per doz	0 25	
Mistletoe, per lb.	0 25	
Evergreen wreathing, per yard	0 02	

VEGETABLES. — Canadian lettuce is scarce, and prices are somewhat higher, while the imported variety is considerably cheaper this week. Green onions and California tomatoes are also quoted at lower prices.

Potatoes, Delawares, per bag	0 85	9 00
" Ontario	0 75	
Sweet potatoes, per barrel, 10 pks.	2 25	2 75
" per basket	0 50	
Onions, Spanish, per large case	2 50	2 75
" small case	0 10	1 00
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag	1 10	1 10
Cabbage, new Canadian, per bbl.	1 25	
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 30	0 40
Lettuce, Boston, large, per doz. heads	0 90	1 00
Green onions, per doz	0 20	
Radishes, Canadian round, per doz.	0 50	
Cucumbers, hot house, per doz	1 75	
Mushrooms, imported, 1-lb. boxes, per lb.	1 10	
Beans, white, prime, bush	1 50	1 60
" hand-picked, bush	1 65	
" Lima, per lb.	0 06	0 06 1/2
Watercress, per doz. bunches	0 25	
Tomatoes, California, per crate	2 75	
Peppers, per basket	0 25	
Parsley, per doz.	0 20	0 25
Turnips, per bag	0 35	
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 9 and 10 doz.	5 00	
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	0 25	
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Parsnips, per bush	0 50	
Sage, savory, thyme, etc., per doz. bunches	0 10	
Oyster plant, per doz. bunches	0 40	
Artichokes, per bag	1 00	1 25

FISH.—Pike, perch and large and medium herring are no longer quoted. Ciscoes this week are 5 cents per basket dearer, and fresh halibut is raised to 18 cents per pound. Nearly all varieties of fish are now shipped frozen. Lake Superior herring is a new arrival quoted this week.

Fresh halibut	0 18
Haddock, fresh caught, per lb.	0 06 1/2
Fresh cod, per lb.	0 08
Fresh lobsters, boiled, per lb.	0 20
Shrimps per gal.	1 25
Whitefish, per lb.	0 10
Salmon trout, per lb.	0 10
Ciscoes, per basket	1 25
Striped bass, per lb.	0 15
Blue fish, per lb.	0 10
Fresh mackerel	0 20
Home cured blonsters, per basket	1 25
Eastern salmon, per lb.	0 20
Finnan haddie, per lb.	0 09
Oysters, per gal.	1 90
Labrador herring, per half bbl.	3 00
" bbl.	5 50
Frozen Halibut, per lb.	0 10
Sea herring, per lb.	0 04 1/2
Pink Sa mon, per lb.	0 09
Red	0 10
Fancy Manitoba white fish, per lb.	0 12
Smelt's, No. 1, per lb.	0 10
" extra, per lb.	0 15
Lake Superior herrings, per lb.	0 04

The F. T. James Company, received this week, two cars of Lake Superior herrings. These fish are caught through the ice, and are frozen right on the spot. They are one of the finest samples seen on this market in some time.

J. H. Jackson, Severn Bridge, who was burned out a few months ago, is now ready to move into a fine new brick store.

FOR SATURDAY AND MONDAY

Express Shipments will be given Special Attention.

Fancy Bananas, Pineapples, Cucumbers, Etc.

Sorting orders for Oranges, Etc. Stocks very complete.

WHITE & CO., Limited Toronto and Hamilton

Our price list mailed to any address

B. L. O. E. \$'s IN EVERY BOX \$'s

The Children's "St. Nicholas" is a pleasure giving MYTH—The grocer's "St. Nicholas" is a treasure finding REALITY—for sale at leading wholesalers.

W. B. STRINGER & CO., "The St. Nicholas People" Wish You the Compliments of the Season.

Wishing You a Happy Christmas

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

If any rush orders for Oranges or other Fruits call us up

DON'T let your stock run too low on FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.

We also have car FANCY BANANAS this week.

Phone or mail us your orders, we will catch first train

HUGH WALKER & SON GUELPH ONT.

SPECIAL FOR HOLIDAY TRADE

1 Car new crop California Seedless Oranges, and Winter Nells Pears, "STEWART FRUIT CO.'S PACKING."
2 Cars Florida Oranges, Grape Fruit, and Tangerines, "CHASE & CO.'S PACKING."
2 Cars Oranges, Grape Fruit, Tomatoes, Pineapples, Cucumbers, Green Peppers and Egg Plant from the frostless regions of Nassau, the Bahamas.

Our prices are consistent with good quality. Give us your orders.

YOURS VERY TRULY,

MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS

exclusively the year round. Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS 29 and 31 Youville Square Montreal

FINKLE & ACKERMAN

BELLEVILLE and BOWMANVILLE ONT.

DRIED APPLES Highest Prices paid.

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.

W. H. WILSON CO., Limited
 HIGH GRADE VINEGARS
 CIDER AND EVAPORATED APPLES
 TILLSONBURG, CANADA

**INTRODUCTION
 TO THE
 Canadian Fruit Trade**

Gentlemen, We, mindful of the present prosperity and future greatness of Canada, intend to devote our energies and our 34 years' experience of the world's fruit-markets, to a more thorough exploitation of Canadian requirements.

WE WANT TO SELL

to a FEW good, hustling, well connected, and reliable distributing houses in each market centre.

FRUIT Green & Dried

not ordinary fruit, but

EXTRA SPECIAL QUALITY

such as your customers want, such as sells at sight, and brings repeat orders.

ORANGES, LEMONS, GRAPES, TURKEY FIGS, NUTS, ALMONDS, DATES, MUSCATELS, ETC.

C. and F. prices arranged for car lots.

What we don't know about Fruit, isn't worth knowing. Your inquiries are invited.

FRED^{W.} FISHER & SONS

St. Magnus House, Monument St.
 LONDON, ENGLAND

We Would Like to See
 you order our
Pure Apple Cider
 We know you can with great ease retail it.
 Write for proposition.
The Belleville Fruit and Vinegar Co., Ltd.
 Belleville, Ont.

Cable Address: "SMIQUOD"
 Codes used: A.B.C., 5th Edition: Private
T. F. SMITH & CO.
LOBSTER PACKERS
 HALIFAX, N.S.
 Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
 Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, 1/2-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
 CORRESPONDENCE SOLICITED

Keep Posted on Sugar

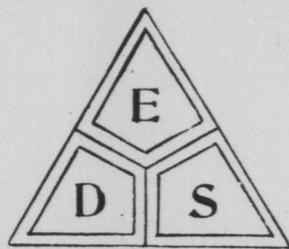
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the latest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIFFER, No. 38 Front Street, NEW YORK.

J.V. DE YBARRONDO & CO.
 Successors to James Violett & Co.
 IMPERIAL PLUMS IN BOTTLES
 OF THE OLD & WELL KNOWN BRANDS
 R^o ROSE CHOICE
 SUPERIOR EXTRA
 EXCELSIOR
 EXCELSIOR FLOR
 WALNUTS IN SHELL & SHELLED
 GREEN PEAS OLIVE OIL
 MUSHROOMS SARDINES &
BORDEAUX FRANCE

Shippers Also of

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



THE GROCER trying to reach the port of success without a good supply of

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

is in about the same position as a mariner trying to cross the Atlantic in an open boat. He may get there—but success is too dear at the price.

"E.D.S." BRAND JAMS AND JELLIES are delicious, pure and wholesome. Particular house-keepers always demand them. Mothers, who know, will have no others.

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

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



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.

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ATLANTIC FISH COMPANIES NOVA SCOTIA LIMITED



PACKERS OF PURE FISH PRODUCTS

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

BRANDS OF

Prepared Boneless Codfish



EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC



ATLANTIC FISH COMPANIES, Limited

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

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

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

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

—SCOTIA BRAND—

BONELESS CODFISH

2-lb. Wooden Boxes, 12 to a crate

SCOTIA TABLETS

20-lb. boxes of 1-lb. tablets.

—H. F. CO.—

1-lb. wooden boxes 24 to crate

Purest Atlantic Codfish and absolutely boneless

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.



ALL KINDS OF FISH

ready for immediate shipment and at prices that won't interfere with your buying. We're in better shape this season than ever before to discount the market on values and give prompt service.

The F. T. JAMES CO., Limited
 Catchers and Wholesale Distributors of Fish and Oysters
 76 Colborne Street - - - Toronto

**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

DELICIOUS KIPPERED HERRING

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

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

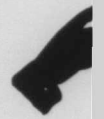
Connors Bros., Limited

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GRAPES AND LEMONS.

Mail advices from Frederick Fisher & Sons, export fruit merchants, London, contain the following regarding the green fruit situation in England:

Almeria Grapes.—The present season will long be remembered as the most disastrous ever experienced by the growers. Although the crop was an enormous one, and the season promised to be one of the best, it has turned out quite the contrary. Shippers and merchants have lost heavily, as very few parcels were of a keeping nature. The season is now finished. In London and Liverpool a few parcels in second-hands are finding their way to the market in straggling lots of a few hun-

dred barrels, but the mere fact of these forced sales proves that their condition is unsatisfactory to the holders. Prices, which it was thought in the earlier stages of the season would be abnormally low, will now finish at extreme rates. With Christmas trade in full swing, it is difficult to find any parcels which give entire satisfaction.

Lemons. — Messina and Palermo growths have practically the whole range on the market to themselves, Malagas being nearly finished. There proves to be a large crop of the Sicilian fruit, in which the quality up to the present has shown a marked improvement over the season of 1905-06. The trees have evidently overcome the re-

sults of the disastrous frosts of two years since, and in all probability will better bear this year in consequence. The November-cut fruit is well-known for its valuable keeping properties, and stocks of these could be had throughout this year, and will still be available early in 1907. Advantage should be taken of this particular gathering, as although buyers may have to give slightly enhanced prices for them, yet they will benefit by the advantages in keeping.

The Wee MacGregor Company, has opened another branch for the sale of Scotch oat cakes and Skipper sardines at 1314 Queen Street West, Toronto.



SKIPPER SARDINES

We wish we could take you to the fjord surrounding the little fishing town of Stavenger in Norway, and let you watch the boats come in and see them pour the silvery bushels of tiny fish into the hands of the packers. We would like you to see the care with which they are prepared for millions of dainty meals in most of the well-known countries of the world.

SKIPPER SARDINES are carefully cured the same day as they are brought from the fjord, and after being spiced by a special process, which gives them that distinctive, enticing, nutty flavor by which **Skipper Sardines** have always been known, they are

packed at once in first-grade Olive Oil. This is why the public continues in even greater numbers to **"ASK GENTLY BUT FIRMLY"** for **Skipper Sardines**.



If you would like to learn more about Skipper Sardines send along your name and address and we will forward a tin free of charge, so that the Skipper claim may be investigated.

Sole Canadian Agents

The WEE MacGREGOR CO.
TORONTO

FISH AND OYSTERS

*Fresh Frozen Sea Herring, New Cured Haddies
Choice Yarmouth Bloaters, "Standard" and "Select" Bulk Oysters
Malpeque Oysters in barrels.*

ALL KINDS OF FRESH, SALTED, SMOKED AND PREPARED FISH

PRICE LISTS MAILED ON REQUEST

LEONARD BROS., 20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES

WHOLESALE FISH DEALERS

P. O. BOX 639.

Attach Importance To What Is Important

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

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

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

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

CANADA

T. & B.

Mr. Grocer! Here are a few points you certainly ought to know and remember about **T. & B.**

T. & B. is the only tobacco she'll allow him to smoke all over the house.

T. & B. is the standard cut plug for particular smokers.

T. & B. sells more than tobacco. Because he tells her to buy those other things where she can get a packet of **T. & B.**

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

HAMILTON, CANADA

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GREAT PRUNE CROP.

A Notable Season—Enormous Demand
—Entire Crop Saved.

Prune men in various sections of California are telling big stories about the prune crop of California for 1906. The total crop of prunes this year is estimated at 180,000,000 pounds, the largest since 1900 when the prune output ran up to 200,000,000 pounds says the San Francisco Call. The crop is nearly all out of the hands of the producers sands of dollars on rising prices.

The conditions have been favorable for marketing the California crop to advantage. Excessive rains destroyed half of the Oregon crop, which promised to be a record-breaker at the beginning of the season. The French crop is turning out much less than was estimated early in the season. Another factor in the demand is that there was absolutely no "carry-over" of the crop, for the first time in ten years the previous year's crop having been absorbed by the trade. This created a great demand that required a long time to satisfy.

The Crop to Come.

Still another factor that must be counted in as a market consideration is the uncertainty of the coming crop, as it is seldom that there are two large crops in succession.

Sales at the opening prices were exceedingly heavy. Under constant pressure to sell, lower prices were accepted by some of the smaller packers and the market was gradually forced to a point where one of the biggest volumes of business in the history of the trade was recorded. Notwithstanding the enormous early demand, there has been a steady trade from all sections. From various sources information is derived that there is almost an absolute clean-up of stocks in the country and packers are carrying much lighter supplies than usual at corresponding dates.

Every Pound Saved.

W. F. Williams, one of the largest prune-growers of the Santa Clara Valley, says that the prune tonnage of Santa Clara will run near to the 120,000,000 pounds, as against 80,000,000, the earlier estimate. Notwithstanding the immense crop, the perfect curing weather during the entire season has enabled the growers to save every pound of their fruit and to turn out a stock of unequalled quality.

NO LOST TIME.

United Factories, Limited, Toronto, have not lost any time since the fire in clearing out all the stock that was damaged by fire or water. The warehouse and offices are now being re-constructed and they expect to be doing business at the old stand before the year expires. This firm has not missed a single days business and have not in any way been effected by the fire as regards filling their orders, owing to the heavy

stocks carried at the Toronto, London and Newmarket factories, and also at the Montreal branch. All orders for Boeckh's brushes and brooms are now being filled promptly from their Clarence St. warehouse, and the Bryan's brushes and Cane's woodenware are being shipped direct from the factory, so that any business entrusted to their care will receive prompt attention.

The company are to be complimented in having such a capable staff who are fully equal to the task which was put upon their shoulders without a moment's notice.

BUTTERFLIES IN DECEMBER.

Santa Claus usually comes heralded into our midst with the sound of tinkling sleigh bells and the patter of horny hoofs of reindeer on the roofs of our homes. This year a report reaches The Grocer from Montreal that the chubby children's friend is sending butterflies as arant couriers, at least the Quebec representative of E. W. Gillett Co., Limited, whose office is in the 5th storey of the Coristine Building, reports that on opening his office window on the morning of December 5th, a large and beautiful butterfly flew into the room. As the thermometer was around the 25 degrees below zero mark the manager came to the conclusion that the Ambassador was out in search of it.

H. A. Northrop, St. John, N.B., was in Montreal last week.

Fire broke out Saturday, in the stables of C. Dignard & Cie, Delorimier Ave., Montreal, the biscuit and confectionery manufacturers, and before it was extinguished nine of the company's horses were burned to death.

SWEET
CAPORAL

CIGARETTES

STANDARD
OF THE
WORLD

Sold by all the Wholesale trade

CLAY
PIPESThose made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,

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

QUEBEC

The largest wholesale tob-
acconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

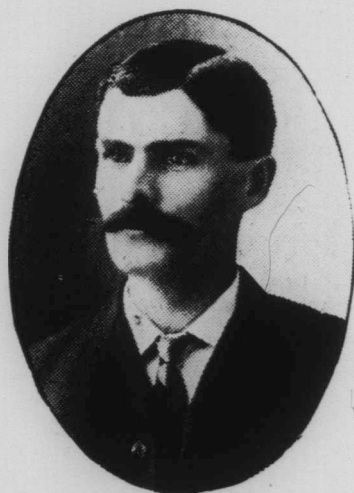
It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 5

John McQuaker, of the firm of John McQuaker & Co., wholesale and retail grocers, Owen Sound, was born in Grey County on the farm near Walters Falls, in the year 1864, of Scottish parentage. His home training was of the old school Presbyterian type and very naturally he is much attached to and closely identified with almost every department of the work of the Presbyterian Church in Canada.

His education consisted in the training received in an ordinary public school. He followed farming on the homestead until the year 1895, when he entered business life in partnership with Jas. Struthers, in the operation of "Pleasant View" creamery. Three



JOHN McQUAKER,
President Y.M.C.A., Director of the Owen Sound Hotel Co., Limited.

years later he purchased Mr. Struther's interest in the business and carried it on alone until the year 1904, when the enterprise was merged into "The Owen Sound Creamery Co., Limited," of which Mr. McQuaker is still secretary-treasurer and the largest stockholder. This business has an annual turnover of over \$90,000.

In December, 1900, Mr. McQuaker, in company with his brother-in-law, Jas. G. Carrie, purchased the stock and business of R. J. Scott, on Poulett St., and organized the firm of Jno. McQuaker & Co. The business, small at the beginning, grew steadily until in 1903 it was found necessary to seek larger quarters and the premises on the west side of Poulett St. were leased and have been occupied since. At this time A. A. Parks, lately in business in Williamsford, came into the partnership. Mr. Parks' long experience in groceries and crockery has proved invaluable and the

business still continues to grow. In November of this year the firm purchased the grocery stock of J. L. Joyce, and are now conducting two stores.

At the municipal elections of 1905 Mr. McQuaker was induced to offer himself as a candidate for the Town Council, and although announced only at the last moment, was elected. In January of the present year he was re-elected. This year he is chairman of the Fire and Water Committee, one of the heaviest departments. The waterworks system is owned by the municipality and requires a great deal of supervising attention on the part of the chairman of that committee. His name is being mentioned as a possible candidate for next year, and although he has made no announcement, it is probable he will be again in the field.

In addition to his many business and municipal engagements Mr. McQuaker is identified with a number of other organizations. He is vice-president of the Dairymans' Association of Western Ontario, secretary-treasurer of The North Grey Agricultural Society, a director of The Owen Sound Hotel Co, and a director of The Owen Sound Iron Works Co., Limited, president of the Young Men's Christian Association in Owen Sound, and at the last Provincial Convention in Montreal was appointed president of the convention. He has gained some distinction as a reader of Scottish humor and his services as an entertainer are sought far and near. He always responds gratuitously if it is possible for him to do so. Altogether he is recognized as one of the busiest men in the busy town of Owen Sound.

GROCERS' HOCKEY.

Second Annual Meeting of the League—Officers Elected.

The second annual meeting of the Wholesale Grocers' League was held last week at which the following officers were elected:

Patrons.—H. P. Eckardt, W. A. Warren, F. W. Humphrey, Wm. Ince, T. Kinnear, Sr., F. Dane, W. G. Lumbers, J. F. Eby, C. L. Marshall.

Hon. President.—Col. Jno. T. Davidson.

Hon. Vice-President.—R. S. McIndoe. President.—W. H. Millman.

Vice-President.—B. R. Brown.

Sec.-Treasurer.—A. S. May, 120 Church Street.

As some of the wholesalers were unable to make a team from their own staff it was decided to group them as follows: Jas. Lumbers with Warren Bros. & Co., Davidson & Hay, with Perkins, Ince & Co., T. Kinnear & Co., with F. W. Humphrey, Brokers.

The different clubs agreed to accept the offer of Varsity Rink and will practice every night excepting Saturdays from 9 to 10.

The teams are very evenly matched this year and there should be some very interesting games. It is up to one of the other clubs to win the handsome

Tillson Trophy which has been won by the Brokers the last two years.

The Brokers will be strengthened this year by the return of their old point player P. F. Millman, who put on about thirty pounds while out West. They will also have most of last year's team.

- The following schedule was drawn up:
- Jan. 8—Brokers at Davidson & Hay.
 - 11—Kinnear at Lumbers & Co.
 - 14—Lumbers at Brokers.
 - 15—Kinnear at Davidson & Hay.
 - 21—Brokers at Kinnears.
 - 25—Davidson & Hay at Lumbers & Co.
 - 30—Lumbers & Co. at Kinnears.
 - 31—Davidson & Hay at Brokers.
 - Feb. 4—Davidson & Hay at Kinnears.
 - 8—Brokers at Lumbers.
 - 11—Kinnears at Brokers.
 - 12—Lumbers at Davidson & Hay.

MADE HER LAUGH.

There was a worried look on the grocer's face as he rushed hatless down the street, ran up the steps of Acacia Villa, and gave a nervous tug at the bell-pull.

"I—I'm sorry to say there's been a slight mistake, Mrs. Grubble," he panted, as he wiped the perspiration from his forehead with the frayed edge of his apron. "You ordered two pounds of oatmeal yesterday, and by mistake my apprentice put up some sawdust that our grapes came packed in."

"Oh!" replied the lady. "Then I reckon my 'usban must 'ave got through about arf a pound o' wood for breakfast."

"You don't mean to say that he ate it?" gasped the man in the apron.

"Course 'e did," was the reply.

Then the lady leaned back on the door-post, and for three minutes indulged in a laugh that brought all her neighbors to the scene.

"Well, that's right down funny," she observed, at length.

"Funny?" queried the grocer.

"Yes, funny. 'Ere we've been married thirteen year come the fourth o' December and George 'as never paid me a compliment till this mornin' at breakfast, when blest if 'e didn't pass up 'is plate for another go o' that sawdust, and told me it reminded 'im o' the porridge 'is mother used to make."—Tit-Bits.

CONDENSED MILK SCARCE.

Retail grocers in the United States are complaining loudly of their inability to secure an adequate supply of condensed milk. It appears that the excessive drouth for the past season and the extra demand for fluid milk, which has been unprecedented during the past few months, have caused a shortage in the supply.

This condition exists in all sections of the country. The Borden Company, according to an interview fully realizes the situation and is making every effort to remedy it. It is simply a question of supply, it was said, upon which the demands have been extraordinary and have no connection with the combine rumors which have been going the rounds.

The Borden company denies that it has raised prices arbitrarily.

This Does Concern You!

Mr. Advertiser! Here's a little problem for you:—If General Nogi had sent a battalion against Port Arthur one week, half a battalion the next, a troop of cavalry the week after that, how long do you suppose the Russians would have held the Gibraltar of the Far East?

"The Japanese would never have entered Port Arthur that way," you reply, without hesitancy, because you are perfectly sure about it. So are we. No force on earth, within the walls of Port Arthur, could have held out much longer than the Russians did. The besieging army was gradually strengthened to an irresistible force, and then the Japs closed in with a tread as inexorable as fate.

What's Your Objective?

The best business in your line. You might not put it just that way; but that's exactly what you are after. You have your own ideas about advertising. Some business men consider advertising a nuisance—others look upon it as a necessary evil—but all business men know that it pays.

Your objective is a progressive, prosperous business. Has your advertising reached the irresistible point? Emergencies call for increased space occasionally. Success calls for cool, deliberate, decisive advertising all the time. Because when your objective is gained you must hold the fort against the brainiest and most energetic men in your business. Ignore all schemes. There isn't one good business-making scheme in a hundred. Go after trade in an approved way. Keep on advertising in the MacLean Trade Papers. Others owe a large measure of their success and their present impregnable position in the business world to us. Why not you?

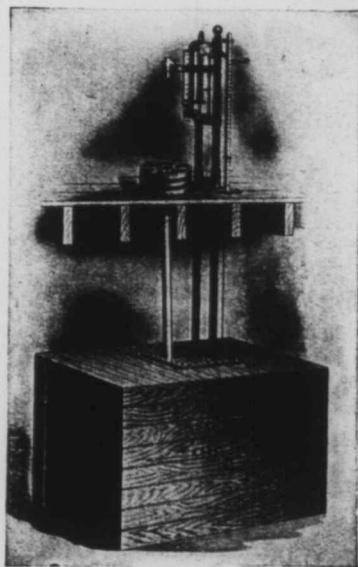
Q Manufacturers and wholesalers may have our advice regarding any business crisis, or advertising campaign, absolutely free. Write our Advertising Department regarding that matter. Do it to-day!

N.B.—Our advice places you under no obligation.

The
Advg. Dept.

The MacLean Publishing Company, Limited

An Oil Tank that Costs You Nothing



CUT No. 1
CELLAR OUTFIT
ONE OF FIFTY STYLES

A Bowser Perfect Self-Measuring Oil Tank will save you money every day it is in your store. It is not long before it has saved all you paid for it—in other words repaid the purchase price.

Consequently, the money you send us for the tank is really a loan which the tank itself repays over and over again.

Catalogue B describes a complete line. Send for it.

S. F. BOWSER & CO., Inc.

Mfgs. Kerosene and Gasoline Tanks

66-68 Fraser Ave., 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

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

Here

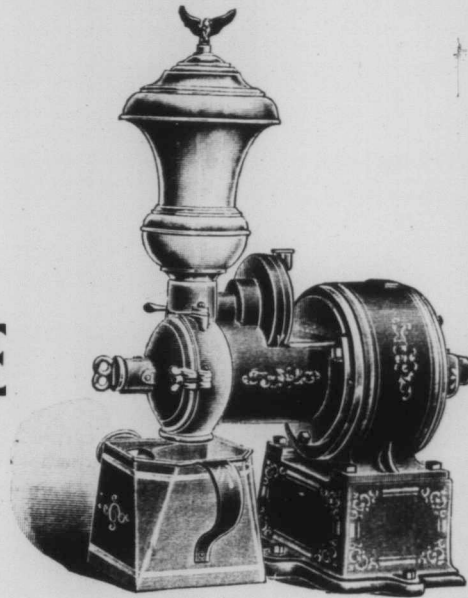
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

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.



YOU sell more Matches during the winter months than in Summer—

Did you ever think of this? If you sell **more**, why not sell **more** of the Best?

Our Matches

show you a better profit than any other kind made in Canada. That should be a strong reason why you should write for our catalogue and price list. —Try it!

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest



No. 65

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

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing $\frac{1}{2}$ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U. S. A.

AGENTS:

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

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

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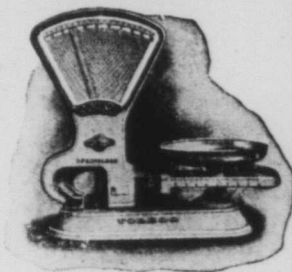
Genuin

Sold

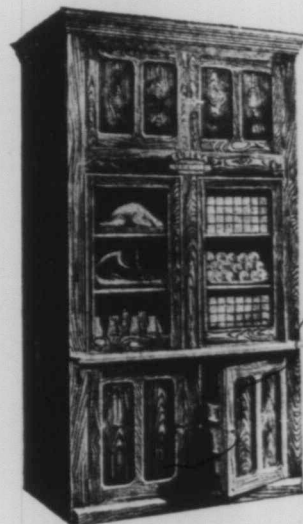
THE Q

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.



**REFRIGERATORS
 FOR BUTCHERS AND GROCERS.
 EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

Don't Throw Money Away

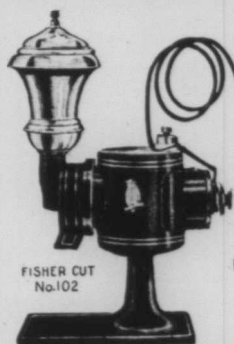
You wouldn't intentionally; but lots of men do that thing very thoughtlessly. If your time and your clerks' time is of no value to you don't bother installing our

Counter Check Book

If you're after the dollars, better drop us a post-card ordering at once. **Now's** the best time to write.

The Carter-Crume Company, Limited
 Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



FISHER CUT
 No. 102

This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

A WELL-EQUIPPED STORE



A Western Grocery

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

"WALKER BIN" FIXTURES

PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

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

Representative:

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

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.

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.

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.

BUY COBALT MINING SHARES?

If you are a grocer, no—short roads to wealth are beset with pitfalls, the chances are a thousand to one you get nothing for your money. When you buy

Maconochie's Pickles

Sauces, Marmalades or Herrings, you are certain to get your money back with a handsome profit added. You satisfy your most exacting customers and your business prospers.

Our exports to Canada, from May to November 1906, included over 50,000 dozen of pickles and sauces, every bottle of which carried conviction to a consumer that better quality is not to be had at any price, even twice the price, and incidentally convinced the grocer that the name Maconochie on the label insures satisfaction, sale, and a sure profit.

With your next order include a case of

“Panyan Sauce”

it's something new, something good and profitable.

Maconochie Bros., Limited

London, - - England

— AGENTS FOR —
 Ontario, Quebec and N.W.T.
 United States
 British Columbia
 New Brunswick
 Nova Scotia

MacLaren Imperial Cheese Co., Limited, Toronto, Ont.
 MacLaren Imperial Cheese Co., Limited, Detroit, Mich.
 Martin & Robertson Vancouver, B.C.
 J. Hunter White, St. John, N.B.
 Seeton & Mitchell, Halifax, N.S.

Quot
 The
 responsibl
 Grocer, a

Es
 Cook's Friend—
 Size 1, in 2 and
 " 10, in 4 doz.
 " 2, in 6
 " 12, in 6
 " 3, in 4
 Pound tins, 2 d
 12-oz. tins, "
 5-lb. " "

w. I
 Diamond—
 1-lb. tins, 2 doz.
 1-lb. tins, 3
 1-lb. tins, 4

IMPERI
 Cases.
 4-doz.
 3-doz.
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 1-doz.

Ocean Baking P
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 Borax, 1
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ROYAL
 Sizes.
 Royal-Dime ..
 " 1 lb.
 " 6 oz.
 " 1 lb.
 " 12 oz.
 " 1 lb.
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 " 5 lb.

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 1 lb. tins, 2 doz.
 1 lb. " 2
 1 lb. " 4

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 Beckett's Squar
 Beckett's Squar
 Gillett's Mamm
 Nixey's "Corru

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QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 20, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 12, in 6 ".....	0 80
" 3, in 4 ".....	0 70
" 3, in 4 ".....	0 45
Found tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
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.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
1/2 lb., 4 doz.....	\$0 45
" " " 1 lb., 5 doz.....	0 90
" " " 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pkgs. in a case..	0 78
Freight paid 5 p.c. 10 days.	



MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 "	0 75
4 ".....	8 "	0 95
4 ".....	12 "	1 40
4 ".....	12 "	1 45
4 ".....	15 "	1 65
2 ".....	15 "	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 "	7 30
3 ".....	6 oz.	Per case \$4 55
1 ".....	12 "	
1 ".....	16 "	

ROYAL BAKING POWDER.

Royal—Dime	Per Doz.
1 lb.....	\$ 0 95
" 8 oz.....	1 40
" 6 oz.....	2 55
" 4 oz.....	3 85
" 3 oz.....	4 90
" 2 lb.....	13 60
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—Dime	Per Doz.
1 lb.....	\$ 0 93
" 1 lb.....	1 33
" 8 oz.....	1 90
" 6 oz.....	2 45
" 4 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 30
" 5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
" 1 lb. " 2 ".....	0 80
" 1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 18
Reckitt's Square Blue, 12-lb. box....	0 17
Reckitt's Square Blue, 5 box lots....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 10
" according to size.....	0 08

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1-gro. boxes,	\$10.20
per gross.....	

JAMES' DOME BLACK LEAD.

	Per gross.
5a size.....	\$2 40
2a size.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36, 10's.....	\$2 85
Canada Flakes "Household" 24, 25's.....	5 00
5-case lots.....	4 90
Freight prepaid on 5-case lots assorted.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1/2-lb., per doz.....	\$2 40
" 1/2 lb., ".....	1 20
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins.....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/2's, ".....	0 30
Flat cakes, per lb.....	0 30

Iceings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., per doz.....	0 90
--	------

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75
--	------

Confections—

Cream bars, 60 in box, per box.....	1 80
6 in box, per doz. boxes.....	2 25

Chocolate ginger, per lb.....	0 30
" 1/2 lb., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

Chocolate—

Caracac, 1/2's, 5-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 5-lb. boxes.....	0 29
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

Cocoa—

Concentrated, 1/2's, 1 doz. in box....	Per doz.
" " " ".....	2 40
" " " ".....	4 50
" " " ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " " ".....	
" " " ".....	

EPP'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSCHORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1 lb tins, 4 1/2 doz. to case.....	\$ 90
" " " ".....	2 40
" " " ".....	4 75
" " " ".....	8 00

JOHN P. MOTT & CO.'S.

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



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 32
" Navy " ".....	0 28
" Vanilla sticks, per gross.....	1 00
Diamond chocolate, 1/2's.....	0 24
Confectionery chocolate, 2 1/2 to 0 31	
Sweet Chocolate liquors, 2 1/2 to 0 35	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb. tins	\$0 37
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 27
Caracac sweet chocolate, 1-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 2 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracac tablets, 100 bundles, tied 5's, per box.....	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LONEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
8-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
8-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. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	

Milk chocolate—	
6-lb. bxs., 12 bxs. 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. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 26c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " " ".....	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
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 55
"Reindeer" brand per case (4 doz.).....	5 60



Coffees.

JAMES TURNER & CO. Per lb.

Mocha.....	\$0 32
Damasus.....	0 28
Calro.....	0 30
Sirdar.....	0 17
Old Dutch Rio.....	0 15

E. D. MARQUEAU, Montreal. Per lb.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandehling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 63
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" II. 40-lb. boxes.....	42c.
" III. 80-lb. boxes.....	37c.
" IV. 80-lb. boxes.....	36c.

Cheese.



Imperial—Large size jars.....	per doz. \$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	15 00
Roquefort—Large size.....	1 40
Small size.....	2 48

RISING SUN AND PASTE STOVE POLISH

Every Package is Just Right

We never try to cheapen our cost of production by using inferior materials. We use only the best quality in our manufacture, but we reduce the cost of production by special labor-saving machines and enormous facilities. We offer the best stove polish that money and brains can produce and we know **IT IS RIGHT** when we send it out. Then you have our

guarantee. You please a customer every time you sell a cake of our **RISING SUN** Stove Polish or a tin of our **SUN PASTE** Stove Polish.

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 Prompt-**

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

The Quality of

Borden's Brands

is what every manufacturer has tried to follow—Reason:

They have been pronounced by the highest dietetic authorities Purest, Best and Most Nourishing Milk Products



**"Eagle" brand
Condensed Milk**



**"Peerless" brand
Evaporated Cream**

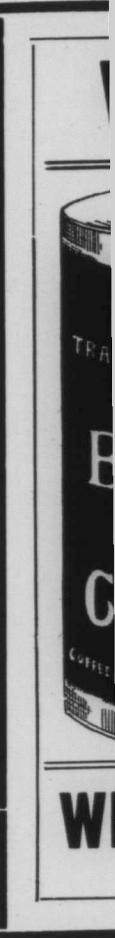
UNSWEETENED

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Coupon

For sale in Can
Limited, Tor
File, Montre
\$1, \$2, \$3, \$5.

In lots of less
books, 1 kind
100 to 500 books.
100 to 1,000 books

Allison's

\$1 00 to \$3 00 bo
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
30 00 "



The Davidson's

Inf

Robinson's patent

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



To our many Friends and Patrons—

We wish to extend the season's greeting, wishing you a Happy and Prosperous New Year, and that your increase of business during 1907 will result in a corresponding increase of your esteemed patronage.

With best wishes we remain,

Yours very truly,

Wm. Braid & Co.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un-num covered	Covers and Coupons numbered
100 to 500 books	4c.	4c.
100 to 1,000 books	3c.	3c.

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
8-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 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 07 1/2
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 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate	0 07
30-lb. wood pails	0 06 1/2
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 09 1/2
1-bbls.	0 29 1/2
Tubs, 60 lbs.	0 09 1/2
Cases, 3-lb. tins	0 10 1/2
" 5-lb. "	0 10 1/2
" 10-lb. "	0 10 1/2
20-lb. wooden pails	2 00
20-lb. tin pails	1 90
Wood net, tin gross weight.	

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 42
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLET'S PERFUMED. Per case.	
1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 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 35 1/2
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 35
1-lb. tins	0 35 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case,	
per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small,	per doz.	\$2 15
Worcestershire, Holbrook's, large,	per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra		

Soda.

OOW 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 pkgs. per box)	\$3 00
Case of 5c. pkgs. containing 96 pkgs. per box	\$3 00



MAGIC BRAND

Per case.	
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

1 case.	5 case.
Welcome Soap (cake)	\$4 00 \$3 75
Royal City Soap (bar)	2 40 2 25
Peerless Soap (bar)	2 25 2 15
Standard Soap (cake)	2 25 2 15
Crystal Soap Chips, per lb. 4c.	

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" " black	15 20
Orion soap	15 20
Gloria soap	15 20
Straw hat polish	10 20

XMAS

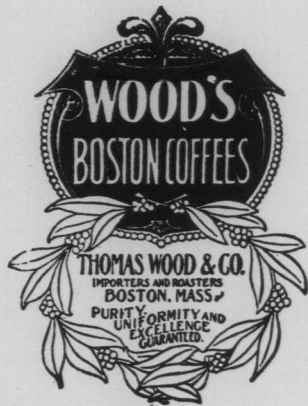
The sweet bells usher in the Day,
The day of all most dear,
Kind thoughts our finer feelings sway,
And bring our homes good cheer.

There will be rejoicing. The "good things of life" will be employed to emphasize the sentiment of Good Will. And one of the things to add to the enjoyment of life in this connection is found in

Wood's Coffees

Is your supply adequate to the occasion ?

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,



Starch

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons.	0 06 1/2
No. 1 " " 8-lb. "	0 06 1/2
Canada Laundry, 40 to 48 lb. boxes.	0 07 1/2
Silver gloss, 8-lb. draw-lid boxes.	0 07 1/2
Silver gloss, 8-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 08 1/2
Kegs silver gloss, large crystal.	0 08 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, bbls. and kegs.	0 06 1/2
Canada White Gloss, 1-lb. pkgs.	0 06 1/2
Benson's enamel.	per box 1 35 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 07
Canada Pure Corn.	0 06 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch.	
1 case, 5 doz.	Case \$5 00
5 " " 5	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06 1/2
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 06 1/2
Kegs, 100 lb.	0 06 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
8-lb. toy trunks, 8 in case.	0 07 1/2
8-lb. enameled tin canisters, 8 in case.	0 07 1/2
Kegs, ex. crystals, 100 lb.	0 06 1/2
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case.	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05 1/2
" " 8-lb. cartons, 36 lb.	0 05 1/2
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs.	0 06 1/2
Patent starch, 1-lb. fancy, 36 lb.	0 07 1/2
Alron Gloss, 1-lb. packages, 40-lb.	0 05 1/2



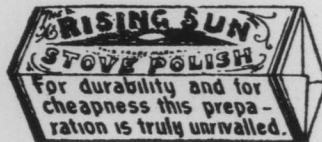
OCEAN MILLS.
Chinese starch,
per case of 4
doz., \$4, less 5
per cent.

J. & J. COOLMAN'S, LIMITED.
Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

Per lb.	6 1/2c.
In papers of 4 to 5 lbs.	6 1/2c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight.	8 1/2c.
1 lb. gross weight.	8 1/2c.
1/2 lb. gross weight.	9c.
1/4 lb. gross weight.	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1 lb. gross weight 9 1/2c.

Stove Polish.



Rising Sun, 8-oz. cakes, 1/2-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 00
Sun Paste, 10c. size, 1/2-gross boxes... 10 00
Sun Paste, 5c. size, 1/2-gross boxes... 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—

3 lb. tins, 3 doz. in case.	1 95
5 " " 1 " " " " " " " " " "	2 40
10 " " " " " " " " " " " "	3 35
20 " " " " " " " " " " " "	3 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " per case.	4 90
" " " " " " " " " " " "	5 45
" " " " " " " " " " " "	5 70



Teas.

SALADA CEYLON.

Wholesale.	Retail.
Brown Label, 1's.	\$0 30 \$0 25
" " 1/2's.	0 21 0 20
Green Label, 1's and 1/2's.	0 22 0 20
Blue Label, 1's, 1/2's and 1/4's.	0 30 0 40
Red Label, 1's and 1/2's.	0 35 0 40
Gold Label, 1's.	0 44 0 50



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Wholesale.	Retail.
Blue Label, 1's.	\$0 18 \$0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's.	0 21 0 30
Brown Label, 1's and 1/2's.	0 28 0 40
Brown Label, 1/2's.	0 30 0 40
Green Label, 1's and 1/2's.	0 35 0 50
Red Label, 1's.	0 40 0 60



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18 0 25
" " 1 lbs.	0 19 0 25
" " 1 lbs. & 1/2's.	0 20 0 30
" " 1 lbs. & 1/4's.	0 28 0 40
" " 1 lbs. & 1/8's.	0 35 0 50
" " 7 lbs. & 1/2's.	0 40 0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb. "	0 20
Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

Wholesale.	Retail.
Brown Label, 1's and 1/2's.	0 20 0 25
Crimson " 1's and 1/2's.	0 22 0 30
Green " 1's and 1/2's.	0 25 0 35
Blue " 1's, 1/2's, 1/4's.	0 30 0 40
Bronze " 1's, 1/2's.	0 36 0 50
Gold " 1's, 1/2's, 1/4's.	0 44 0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

Wholesale.	Retail.
Yellow Label, 1's and 1/2's.	0 20 0 25
Green Label, 1's and 1/2's.	0 22 0 30
Blue Label, 1's and 1/2's.	0 25 0 35
Red Label, 1's, 1/2's and 1/4's.	0 30 0 40
White Label, 1's, 1/2's and 1/4's.	0 35 0 50
Gold Label, 1's and 1/2's.	0 42 0 60
Purple Label, 1's and 1/2's.	0 55 0 80
Embossed, 1's and 1/2's.	0 70 1 00



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 120 1-lb.	0 35

"CROWN" BRAND

Wholesale.	Retail.
Red Label, 1-lb. and 1/2's.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.	0 38 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's.	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	\$....
" " II 40-lb. boxes.	....
" " III 80-lb. boxes.	....
EMD AAA Japan, 40 lb "at."	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" " V 80-lb. "	....
" " XXXX 80-lb. boxes.	....
" " XXX 80-lb. "	....
" " XXX 80-lb. "	....
" " XX 80-lb. "	....
" " X 80-lb. "	....
" " LX 60-lb. per case, lead 0 27 1/2	....
packets (25 1's and 70 1/2's)	....
"Condor" Ceylon black tea in lead packets	
Green Label, 1/2, 1/2 and 1/4	0 27 1/2 at 0
Grey Label, 1/2, 1/2 and 1/4	0 30 at 0 23
60-lb. cases retail	0 35 at 0 26
Yellow Label, 1/2 and 1/4	0 40 at 0 30
60-lb. cases retail	0 50 at 0 34
Blue Label, 1/2, 1/2 and 1/4	at 0 40
60-lb. cases retail	
Red Label, 1/2, 1/2 and 1/4	
60-lb. cases retail	
White Label, 1/2, 1/2 and 1/4	
60-lb. cases retail	
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 60 and 80-lb.	
No. 1 per lb.	0 35
No. 2	0 30 1/2
No. 3	0 25
No. 4	0 20
No. 5	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.	\$0 46
" " Amber, 8s. and 3s.	0 50
" " Ivy, 7s.	0 60
" " Rosebud, 7s.	0 61
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Fay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 53
" " Fair Play, 8s. and 12s.	0 46
" " Club, 6s. and 12s.	0 47
" " Universal, 13s.	0 47
" " Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.	
Cote's Fine Chergots, 1-10	\$15 00
V. H. C., 1-20.	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 01
J. C. OI, Havana P. Finos. 1-20.	75 08
Cut tobaccos.	
Petit Havana, 1-3, 1-13—1-6.	0 48
Quenel, 1-4, 1-2	0 85
" " 1-9	0 80
Cote's Choice Mixture, 1-lb tins.	0 75
" " 1-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality.	\$0 32 1/2
Condor, pure distilled.	0 27 1/2
Old Crow.	0 25 1/2
Special prices to buyers of large quantities.	
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" " extra strength pickling	0 28
" " XXX	0 25
" " XX	0 20
" " X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz in case.	1 10

IT'S VERY GOOD

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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. 4 dozen to a case. Well packed; no breakage.

Order a case of your Jobber, or
ROSE & LAFLAMME, - - Montreal

ABOUT HALF THE MAPLE SYRUP SOLD



1/2

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

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To all our friends in the trade we extend the compliments of the season. We trust that 1906 has been a satisfactory year to you, and that the coming one may be even more so.

Did You Know

that we have just received a special lot of Cleaned Currants in half cases? These are just what you are looking for, the finest goods obtainable.

Order early before the supply is exhausted. The market is bare and this shipment will not last long.

Prices on application.

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

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TO

place your orders for next season's supply of cans.

Do not wait until we are filled up and cannot guarantee delivery.

A little foresight now will mean money saved for you when the packing season comes on.

OUR CANS STAND THE TEST

Acme Can Works
MONTREAL

yed to empha-
enjoyment of

M:
NTREAL,

r, Montreal.

a. boxes..... \$....
b. boxes.....
lb. boxes.....
lb "at.....
Japan, 70 lbs.,
b. "
80-lb. boxes.....
30-lb. "
0-lb. "
0-lb. "
b. "
b. "
b. per case, lead 0 27 1/2
25 1's and 70 1/2's
k tea in lead packets
and 1s.
..retail 0 27 1/2 at 0
and 1s.
..retail 0 30 at 0 23
and 1s.
..retail 0 35 at 0 28
and 1s.
..retail 0 40 at 0 30
and 1s.
..retail 0 50 at 0 34
and 1s.
..retail at 0 40

w" blend—
85, 50 and 80-lb.
..... per lb. 0 35
..... " 0 30 1/2
..... " 0 25
..... " 0 20
..... " 0 17

COO CO., LIMITED.
6s and 12s.... \$0 46
and 3s..... 0 60
..... 0 50
..... 0 51
s. and 6s.... 0 48
..... 0 43
..... 0 51
..... 0 56
..... 0 45
d 12s..... 0 45
bars, 6s.... 0 45
t. and 12s.... 0 53
i 12s.... 0 46
3s..... 0 47
..... 0 56

, QUEBEC.
thousand.
1-10 \$15 00
..... 25 00
..... 33 00
..... 35 00
1-20-1-40 55 00
inos. 1-20..... 75 00

accos.
1-1-6..... 0 48
..... 0 65
..... 0 60
1-lb tips..... 0 75
1-lb "..... 0 75
1-lb "..... 0 60

gars.
r, Montreal. Per gal
highest quality.. \$0 32 1/2
..... 0 27 1/2
..... 0 32 1/2
ers of large quantities
..... 0 32
length pickling 0 28
..... 0 25
..... 0 20
..... 0 18

ast.
pkgs..... \$1 10
doz in case... 1 10

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Nicholson & Brock, Toronto.
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Oakay, John, & Sons, London, Eng.

Polishes—Stone.
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St. Lawrence Starch Co., Port Credit.

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International Stock Food Co., Toronto.

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Greig, Robt. Co., Toronto.
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Turner, James, & Co., Hamilton.
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Cunning Mfg. Co., Ltd., Pembroke, Ont.
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Canada Paper Co., Toronto.

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It's not only because it sells better than any other Baking Soda, and because it is the Best Baking Soda, but also because it

Saves you time, trouble and worry, that



"Cow Brand" Baking Soda

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MONTREAL



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This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

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AND
A Happy New Year

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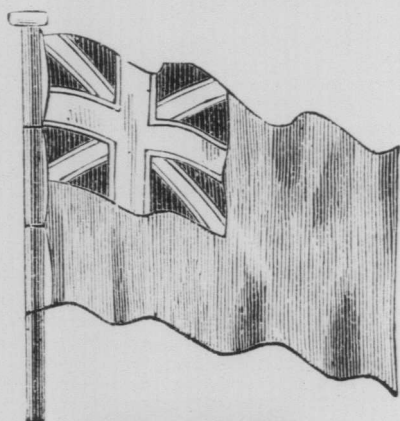
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