

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. XXII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 10, 1908.

NO. 2



A trial is all that is required—

Robinson's Patent Barley

is a staple with every old country grocer because it is a food. It is sold by them also because it pays a good profit—

Write for sample and price—

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



Just the time to talk up TABLE SYRUP.

The reputation for purity and healthfulness and nourishing qualities held by

"Crown" Brand Table Syrup

(Made from Corn)

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

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

makes it a ready seller—It is a favorite with the Canadian housekeeper.

Every jobber can sell it. Ask for "Crown" Brand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

CHOICE TEAS

We shall soon move into our new premises, and in order to facilitate the change and reduce the cartage expenses of a surplus of stock, we are offering to the Retail Trade **special prices** on our different lines of merchandise now in our warehouses. This week we invite you to examine our lines of **JAPAN TEAS** and **BLACK TEAS** and to take advantage of our low prices.

It is in your immediate interest to read our weekly announcements if you care to realize **EXTRA PROFITS**.

Variety of Teas.

We carry full lines of Teas of all kinds and at figures to suit all the requirements of the Trade. We especially recommend the following brands, which are the best values offered to the Trade for the money:

"Victoria" Brand	JAPAN TEA and BLACK TEA , 90-lb. boxes, to retail at	40 cts.
"Victoria" Brand	BLACK TEAS , in 30 and 50 lb. tins, to retail at	40 cts.
"Princess Louise" Brand	JAPAN TEAS , in 5-lb., 30-lb. and 80-lb. boxes, to retail at	30 cts.
"Princess Louise" Brand	BLACK TEAS , in tin boxes of 30 and 50 lbs., to retail at	30 cts.

CANNED GOODS

We have a fully assorted stock of all the popular brands of

- CANNED FRUITS.**—Strawberries, Raspberries, Plums, Pears, Peaches, Etc.
- CANNED VEGETABLES.**—Tomatoes, Corn, Peas, Beans, Etc.
- CANNED FISH.**—Salmon, Sardines, Lobsters, Etc.
- CANNED MEAT.**—Corned Beef, Tongues, Boneless Chickens, Etc.
- CANNED PORK** and **BEANS.**

We can fill all your wants now at very low and profitable figures to you. Look into your stock.

For all informations, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

ARTHUR P. TIPPET & CO.

Agents

**"Thistle"
Brand
Haddies**

Full weight in 16-ounce lined tins, containing no skins, no bones, no waste, no dirt or slime—nothing but the freshly caught, carefully cleaned and cured genuine Haddock.

We predict that the **"Thistle"** brand will increase confidence in any grocer's general stock. It is a "builder" of confidence.

**"Thistle"
Tunny
Fish**

Heretofore called a luxury, but now put up in one-pound Seamless Oval Tins in this Country—superior in the delicacy of its flavor and containing no waste.

For a while Spain furnished it in limited volume, but the popular demand compelled the ways and means adopted by the Thistle Company. The Tunny Fish are ready.

FOR SALE BY ALL BEST DEALERS

*8 PLACE ROYALE
MONTREAL*

*84 VICTORIA STREET.
TORONTO*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

MOOSE JAW

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

TAPIOCAS
Medium and Seed Pearl.
Patna Rice 224 lb bags.
All on Spot.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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.

ELSON & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

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

HAMILTON.

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

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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

MONTREAL

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

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

TORONTO.

ON SPOT
BEANS
RAISINS
SALMON
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT
Special Attention to Advertising

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL, QUE. OTTAWA, ONT.
322 Notre Dame St. E. 49 Anglesea Square

(Continued on page 4.)

A sure, easy and satisfactory way to
make money

Sell



1/2-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers
WE GUARANTEE EVERY TIN

EBY-BLAIN, LIMITED
COFFEE IMPORTERS
TORONTO

GOING AHEAD

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

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

The Blue Ribbon Tea Co., Limited
Toronto



DAS

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East, Toronto

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and Agents.

CHEESE CO. Limited

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Agents

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ORONTO, ONT

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page 4.)

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

WINNIPEG.

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

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

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

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

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

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

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

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
TORONTO MONTREAL

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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


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

—OFFICES IN CANADA—

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

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

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



QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles.
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 165 Fleet St., London, England)
The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



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

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

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

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

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THE CANADIAN GROCER

LEA'S

**The Pickle with the
Home-Made
Flavor**

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

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NO! THE MAN WHO KNOWS "SALADA" TAKES NO SUBSTITUTES

HE KNOWS from experience that only the finest teas, from the finest tea-producing country in the world—the Island of Ceylon—are in "SALADA" Tea.

HE KNOWS he can trust "SALADA" to serve his customers with always the best tea, always perfectly fresh tea, all the time, now or years hence.

HE KNOWS "SALADA" is the maximum of quality at the minimum of cost. He knows that there are years of experience back of "SALADA" in buying, blending and packing teas. What the value of this experience is, is proved by the enormous sale that "SALADA" has.

HE KNOWS that he makes good profits and quick profits with "SALADA" because it is a quick and sure seller—sale absolutely guaranteed.

You could not sell him any other.

TRY "SALADA" NEXT TIME AND YOU'LL KNOW WHY.

"SALADA," Toronto or Montreal.

BRANSON'S

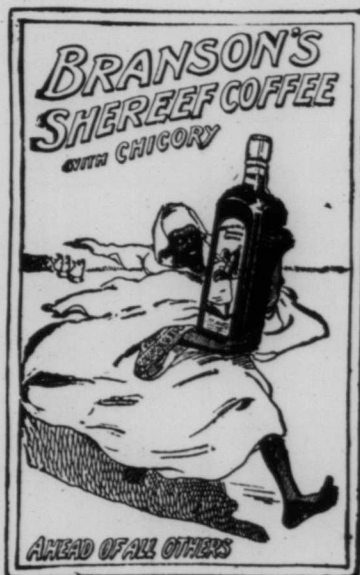
Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.



Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

ACME PELLETS

M. & R. WAFERS

LOZENCES, ETC.,

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent

Ashley & Lightoap, Agents, Winnipeg, Man.

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

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

Molasses

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

Agents

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

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

There is a Big Demand
for **Seeded Raisins**

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

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors; Because the MALAGA SEEDED RAISIN is

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

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

**Malaga Seeded
Raisins**

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME

Montreal and Toronto

Quality

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

"Goodwillie's"

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



ROSE & LAFLAMME
AGENTS

Montreal

Toronto

THE CANADIAN GROCER

JAMESTOWN, 1907 agrees with

ST. LOUIS, 1904 that

LIPTON'S TEA

was the best tea their judges could buy in the open market. ST. LOUIS gave LIPTON'S TEA not only the GOLD MEDAL, but also the grand prize, which was awarded no other tea. JAMESTOWN confirmed this by giving the GOLD MEDAL, their highest award, to

LIPTON'S TEA

The judgment of both these and previous expositions proves that the buyers and drinkers of

2,000,000

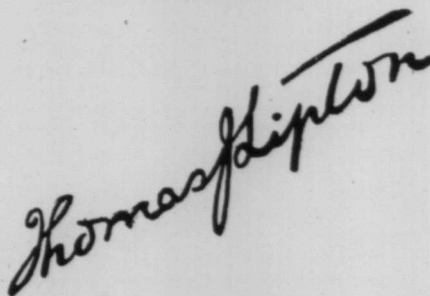
Packages of

LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only.

None genuine without the signature.



THOMAS J. LIPTON

Canadian Office, 75 Front St. East,

TORONTO

ses

Trinidad
or
West India

Bakers
Cane

n Cane

ces, barrels

so Pails 1's,

s as Ginger

Ottawa.
Toronto.
London
Calgary
Vancouver.

Co.,

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Quality

Key-note of
success of these
which are
found every-

"dwillie's"

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

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We Believe

we have the finest values in

COFFEES

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Don't worry!



Have you any customers to whom you sell everything **but** Coffee? People who are content to buy their sugar and salt from you, but who go to the other grocer, round the corner, for their **Coffee**? What's the reason? Don't you give attention to the Coffee department of your business? There is no single line you handle that affords the all round profit to be got from an intelligent handling of Coffee. Perhaps you have never had the right blends.

Your Coffee Problem Is Solved

and you will have no further need to worry if you use the **White Swan** blend. It is a blend selected by experts who have spent a lifetime in the business. It is specially prepared for particular people, and its peculiar excellence always satisfies the most fastidious palate. The very tin, too, is high grade. You will soon get a profitable coffee trade if you handle it, and the profits that have been going "round the corner" will once again find their way into your till.

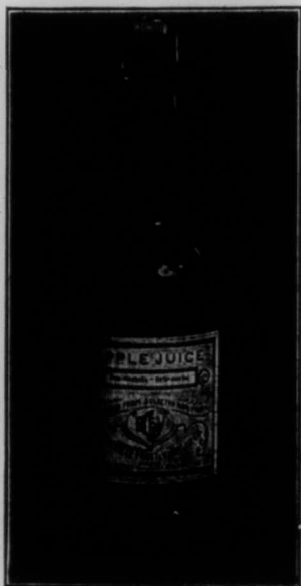
We will cheerfully mail samples on request.

The Robert Greig Co., Limited, Toronto

GREIG'S White Swan BRAND



Perennially Profitable!



The fact that so many grocers have found our

PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you

Write us to-day about this really fast selling and profitable line.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE . . . ONTARIO

"Pride of Canada"



This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

Years of study have made it possible for us to state that there is no brand of Maple goods on the market superior to **Pride of Canada**.

To fully realize the truth of our statement it is necessary that you should place a trial order.

Your customers will be quite as much pleased as yourself.

IT PAYS

**Maple Tree Producers
Association**

WATERLOO, . . . P.Q.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
 Coffees
 Raisins
 Currants
 Prunes

All at bottom prices and quality guaranteed.

Write for quotations.



The thanks of the manufacturers of

STERLING BRAND PICKLES

are due to grocers of Canada for the large trade extended to these works in the year closed.

We wish the trade every prosperity in 1908. That prosperity will surely be enhanced by keeping these famous Canadian-Made pickles always to the front with their customers. A pickle that grows in favor as the years move on.

Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
 Limited

124-128 Richmond St. West, Toronto.

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and
 Confectioners

The most Economical
 and Satisfactory Oil

Kentucky Refining Co.,

Incorporated
 Louisville, Ky.

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

Samples and prices on application.

Phone Main 3938.



Naphtho
 SOAP
 MADE IN CANADA

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

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

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

The Welcome Soap Co.

Limited
 St John, - N.B.

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Gerry Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone. Main 6265

GEO. MASON & CO., LTD.,

LONDON, Eng.

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

THE CANADIAN GROCER

Ceylon Japan Tea

60-lb. Boxes

Retail 30c.

Splendid Value

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if **every successful** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED

Windsor, - Ontario

Smash the Freight Bills !

They kill profits. No man running a grocery to-day can shoulder big freight bills and succeed. Do not run the risk of failure by purchasing in Montreal, Quebec and outside places when we can supply you with **all** your needs at **better** prices than those quoted by houses in other places.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.
Proprietors of "DUCHESS" Brand Goods

The Best—Because the Purest!

We grow our own fruit, which goes from the tree to the jam-jar with the minimum of handling. Our expert gardeners see to it that our fruit reaches perfection. Then they turn it over to our expert Jam Makers who convert it in all its freshness and purity into

E.D.S. Brand Jams and Jellies

Absolutely no Adulterants used!

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



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

Bee Brand Jellies Progressing

Orders already received for January indicate that the first month of the new year will be a record breaker for

Bee Brand Jelly Powders

From all parts of Canada we have received call for our famous, fast-selling 6 for 25c. powders.

Have you bought?

SNOWDON, FORBES & CO.,

Makers

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



White Moss

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

The Canadian Cocoanut Co. 612-619 LaGauchetière Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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

E. NICHOLSON
 CODES,
 A.B.C. 4TH & 5TH EDITION
 WESTERN UNION
 ARMSBYS 1901

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

Nicholson & Bain
 WHOLESALE
 COMMISSION MERCHANTS
 AND BROKERS.

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

Winnipeg, Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS
 THE BEST TONIC FOR BREAKFAST A LUXURY



EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS TORONTO



THE MOST BEAUTIFUL
 Line of
**Xmas Cracker Novelties
 Table Decorations and
 Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by
A. J. HOVELL & CO.
 London, W.C., England

ARTHUR E. BOWRON
 Hamilton, - - Canada
 Canadian Agent

Savons Francais

There is a continual call for high-class Toilet and Bath Soaps, and the grocer who is prepared to cater to this will make money.

He will obtain a greater margin of profit, and give greater satisfaction to his customers if he handles our pure soaps.

SAVONS FRANCAIS

C. PAGNUELO, Manager

1653 Notre Dame St. E. - MONTREAL

WE MAKE CANS

Good Ones

We are prepared to book orders now from manufacturers of Baking Powders, Syrups, Spices, Coffees and other canned goods.

Particular attention will be given also to meat packers requiring first-class cans. Our key-opening cans are largely used by the best packers.

Send for a few of our samples if you are not yet acquainted with our cans.

Address Us :

ACME CAN WORKS

Montreal

There is more in **"Club" Coffee** than the mere blending of the Coffee Bean. There is flavor, body and aroma. The finest selected Coffees only are used in preparing "Club Brand."

If you have desirable customers in now, sell them "Club Brand" Coffee.
ASK FOR SAMPLE.

S. H. EWING & SONS

96-104 King St., Montreal
Phones Bell Main 65 and 155

20½ Front St. E., Toronto
Phone Main 3171

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

INSOLVENT NOTICE

In the Matter of John McOrmond,
Grocer, Halleybury, Ont.

Sealed tenders, addressed, "Tender in re John McOrmond," will be received by the undersigned for the purchase of ceded assets, en bloc or by tender, enumerated lots up to Thursday noon, the 16th day of January instant, 1908:—

Lot 1 Groceries, per inventory	\$2,549.12
" 2 Glass and crockery	565.59
" 3 Boots, rubbers, etc.	325.00
" 4 Dry goods	353.06
" 5 Hardware	97.09
" 6 Plant and fixtures	502.20

Total \$4,392.04

Stock sheets open to inspection at assignee's office, and the stock may be examined on premises by applying to assignee.

TERMS—A certified cheque for 10 per cent. must accompany each tender, same to be returned if tender not accepted; 30 per cent. cash on acceptance of tender; 30 per cent. in two months, and 30 per cent. in four months, secured to satisfaction of inspectors.

Lowest or any tender not necessarily accepted.

RICHARD PLEWMAN,
Assignee,
Halleybury.



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.

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

NEW YEAR RESOLVES

are useless if they are not carried out. You have resolved to carry a full assortment of

Pernot's Biscuits

That is well. Have you ordered yet? Get prices and samples from us.

L. Fontanel & Co.

4-6 St. James St., MONTREAL

10 Rue Reamur, Paris (France)

Stock "the Best." **KIT** COFFEE



BEST in Quality
SMARTEST in Finish
KEENEST in Price

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

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

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

The Importance of Purity

in Canned Goods cannot be over estimated. Nothing is more annoying to your customer than to discover that part of the contents of a can of vegetables she has bought from you, are unfit to eat. Every such occurrence is a knock at your reputation as a dealer in pure groceries. Consequently every grocer should stock the very purest brand of canned goods. Hundreds of grocers in Canada who stock

Burlington Brand

declare that it is the brand of perfect purity which never disappoints their customers. A trial order would convince **you** that such is not an exaggerated opinion.

The Burlington Canning Co., Limited Burlington, Ont.

Hundreds of Successful Grocers

throughout this broad Dominion are witnesses that Old Homestead Brand of Canned Fruits and Vegetables is the leading brand in the trade. They will tell you that Old Homestead Brand didn't get there by accident or mere talk. It took perfect purity and the acme of excellence in flavor to make Old Homestead Brand the most popular brand—the brand always in demand. Now we have got to the top we intend to stay there, and stay there by keeping Old Homestead quality at the high pitch of excellence which first gained for it the approbation of economical housekeepers and the praise of shrewd grocers. You will make no mistake if you **specify**

Old Homestead Brand

when ordering from your jobber.

The **Old Homestead Canning Co.**

Picton, Ontario



"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

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

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

St. George's Baking Powder LIMERICK CONTEST

Advertising Matter Free to Dealers

We have arranged a Limerick Contest to further advertise St. George's Baking Powder.

\$500.00 in cash prizes will be offered.

The advertising starts early in January and will continue until the contest closes on February 28th.

One of the conditions is, that every contestant must send in the trademark taken from a can of St. George's. This means that more people than ever will buy this famous Baking Powder.

In order to bring trade to your store, we have made large facsimiles of the Limerick advertisement, suitable for outside window display and also for store bulletins.

We send them free to dealers.

Write for as many as you can use—display them—and thus take advantage of the heavy advertising that will be done to push the sale of St. George's.

National Drug & Chemical Co., of Canada, Limited, Montreal

WE ARE

TEA SPECIALISTS

With a record of many years standing. If you want to build up a big Tea business place your orders with us.

Our travellers are on the road to see YOU now.

MINTO BROS., Toronto

The home of the famous "MELAGAMA" TEA

2 in 1

SHOE POLISH

has come to stay



The popularity of 2 in 1 shows not the slightest sign of a lull. On the contrary, the sales are increasing every day. The reason is found in the fact that 2 in 1 is different from any shoe polish ever made before. It satisfies all the time. Not only does it polish shoes perfectly, but adds to their life by preserving the leather.

How is Your Stock?

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

"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 for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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

Tartan BRAND

SIGN OF PURITY

Twenty-Fifth Annual Tea Sale

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

No. 596 Free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

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

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

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

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



Mathewson's Sons

202 MCGILL STREET, - MONTREAL
ESTABLISHED 1834

None are better,
None pay better to

sell than

"Laurier" and "Togo" brands of

MATCHES

We show you bigger profits and save you more money on freight charges than any other maker—

We want you to write for particulars—It will pay you—

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

THE CANADIAN GROCER

FISH

COD

BONELESS FISH

SALT HERRING

FULL RANGE

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

'CAMP'



COFFEE

Removal Notice

I would like to inform my numerous customers that I have secured new and larger premises at

5 Place Royale

where in future I will be found. My growing business has made necessary this move. I have purchased the property and am remodelling it to suit the needs of my trade.

The new premises will enable me to carry an even larger stock than before, and I will be better able to look after your wants.

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of Black Olives in barrels, Scotch and Holland Herrings in barrels, half barrels and kegs; California and Lima Beans.

JAPAN TEAS

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

SHAW T. NISHIMURA, Sole Agent.

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

55 St. Francois Xavier Street, Montreal

Nakamura's Tea Firing Dept.

Fuji Company

1908 is Before You Will You Progress or Retrench ?

A New Year is here—full of possibilities, teeming with opportunities for increasing business and making twentieth century progress. WILL you progress or RETRENCH ?

Live grocers are looking about them—getting out of old ruts, changing their methods reminiscent of grandfather days to adapt themselves to modern conditions. They wish to make 1908 a year of record-breaking.

Are you anxious to succeed in 1908 ?

Dealing with an up-to-date, progressive wholesale house like HUDON, HEBERT & CO., LTD., you are able to keep abreast of the times in every respect. New goods are put before you as soon as they appear; staple groceries are Fresh, Clean and Wholesome. Wines and Liquors are the finest on the continent. Deliveries are prompt. Terms such as only business men can appreciate.

Perhaps we number you among our thousands of customers and good friends already. If so we are assured of your continued patronage, for we will always treat you as satisfactorily as we have in the past. If not yet buying from us we want you to send in a trial order that we may convince you that HUDON, HEBERT & CO., LTD., are in a position to serve you better than any other wholesale grocery house in Canada.

Our travellers are again on the road. If you cannot wait for the call of our representative in your district send in your order at once and it will receive immediate attention.

Wishing you the compliments of the season, we remain yours for increased business and prosperity in 1908,

Hudon, Hebert & Co.,

Limited

Wholesale Grocers and Wine Merchants

"The Most Liberally Managed Firm in Canada."

**QUAKER
CANNED
GOODS**

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

THE CANADIAN GROCER

Wagstaffe's Pure Orange Marmalade now ready for delivery

**17 YEARS REPUTATION IN
MANCHESTER, ENGLAND.**



**17 YEARS REPUTATION IN
MANCHESTER, ENGLAND.**

ONE LB. OF

WAGSTAFFE'S

FINE OLD ENGLISH

Pure Orange Marmalade

contains more tonic for toning up the system than 12 lbs. of other Marmalade that contains glucose, which clogs the stomach and impairs the Digestive Organs. NOT SO WITH

WAGSTAFFE'S

Pure Orange Marmalade

which is made from real Seville Bitter Oranges and Pure Cane Sugar only, by special machinery and the best of experts.

WAGSTAFFE'S

Pure Orange Marmalade

contains all the Aromatic properties of the essential oils that gives it such a piquant zest, which is so appetizing in a **Pure Orange Marmalade**. By using it, it will give tone to the Consumptive and the Invalid, and help to keep the strong in perfect health.

Be Sure to Get Wagstaffe's. Every Pound Guaranteed Pure

Sold in 1, 2, 5 and 7-lb. Packages

Wagstaffe's Jams, Jellies and Sealed Fruits Are Pure

Mr. Grocer, protect your customers' health by buying Pure Goods. See your wholesaler about these Pure Jams, Jellies and Sealed Fruits. They will show you a good profit.

WAGSTAFFE LIMITED, - HAMILTON, CANADA

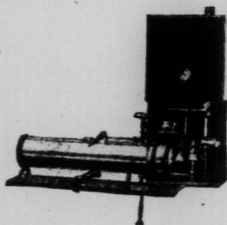
PURE FRUIT PRESERVERS

MAKE YOUR OWN LIGHT

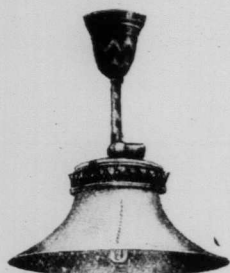
IT'S CHEAPER AND BETTER.

"S.S." GAS LIGHTING MACHINES

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



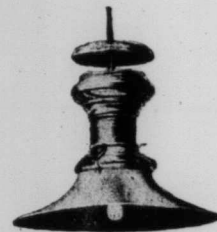
MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

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

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

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

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

WRITE US FOR PRICES—DO IT NOW.

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

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

A PROFITABLE LINE TO STOCK

HOLBROOK'S

Worcestershire

SAUCE

HOLBROOK'S LIMITED

CANADIAN BRANCH
25 Front St. E., Toronto
Canadian Manager - H. Gilbert Nobbs

In Demand All The World Over



Hygienic Canned Goods

We have a limited stock of

Hygienic Strawberries
Hygienic Red Raspberries
Hygienic Peaches
Hygienic Whole Beets

These goods are packed from extra selected stock, in gold lacquer lined tins, without any soldering in top or bottom; in consequence they preserve their natural color and flavor as well as if packed in glass, and the risk of breakage in transit, the lighter weight saves in freight and there is no fermentation as in glass packages. Try a sample case of each.

JAMES TURNER & CO., Limited
Hamilton, Ont.

Your Syrup Trade



To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business—handle

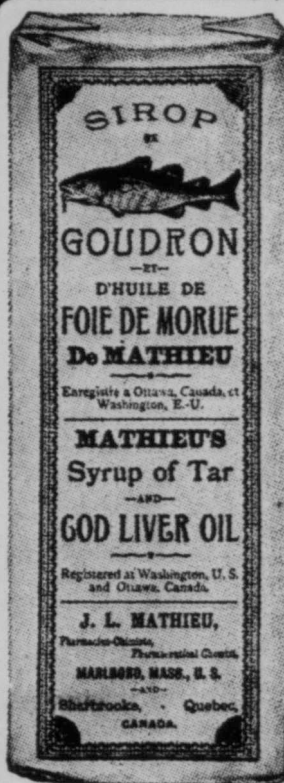
"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

Imperial Syrup Co.

MONTREAL.



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 2

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

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

Mathieu's Nerve Powders is another good seller. Both are necessities in your business.

Mail that order to-day
J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

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

Can We Afford to Be Dirty?

The Discriminating Public Will Buy From the Clean and Honest Grocer—It Will Pay to Sell the Best Goods and to Use Up-to-Date Methods in the Handling of Goods.

An article in the January issue of the *Woman's Home Companion*, one of a series, by the way, of a campaign designed to educate the public to buy from clean and reputable grocers, contains a good deal of information which should be read with interest by grocers in Canada. The article, which is headed, "Can We Afford to be Clean," though it is written for the consumer, shows the manner in which a buyer regards the goods sold and methods used in good and indifferent grocery stores. The examples cited therein are applicable in hundreds of towns in Canada. We are reproducing herewith the paragraphs which seem to be of particular value to our readers.

She is one of those delightful, old-fashioned housekeepers, aged twenty-eight, who still regards the Saturday-night bath as a family institution and who fights incipient pneumonia with onion poultices. Her income is small. Her energy and resourcefulness are boundless.

We stood before a model grocery in a summer resort within easy access of Philadelphia. This grocery was not the largest store in the little suburb—it was, however, a clean store. One window, sparkling like rain-washed crystal, was filled with glass jars containing preserved peaches, canned fruit in iridescent juices, maraschino cherries, mint jellies, etc. In the other were forts and barricades built of imported and domestic canned goods of standard brands, from the humble sardine to pate de foie-gras.

"The height of my ambition is to trade in that store. Only the summer colony folk can pay their prices, but if ever John and I get rich—"

The pause and sigh of happy anticipation were eloquent of the joys which that model grocery would then unfold. Whereupon we turned our backs on temptation, cut through an alley to the street where native marketers congregated, and entered a grocery—which was not a model one. The windows needed washing; so did the counters. Barrels were uncovered, dust filtered into everything, boxes of crackers and breakfast food, piled in hopeless confusion, were fly specked, and in many instances cartons were broken by careless handling, so that dust could enter unchecked.

A side of bacon lay on the ground near the meat block, and clerk after clerk kicked it aside because his hands were too full to pick it up. Flies swarmed on half a ham which lay on the meat block. The floor was as dirty as a combination of sawdust which had not been renewed for days, bacon rind, mackerel brine and tobacco juice could make it. I remembered my hostess' immaculate kitchen, and wondered.

Then her earnest tones broke into my thoughts:

The Lure of the Milk Pitcher.

"You're sure it is good tea? I would like to have that nice milk pitcher—Bobbie broke mine only yesterday—but I want good tea, too."

"The best package goods in the market, English breakfast and Oolong, perfectly blended, special for to-day, only seventy-five cents—and the pitcher."

"Well, I never paid seventy-five cents a pound for tea—but that pitcher certainly is lovely."

So the bargain was closed. The pitcher had won.

That night at supper the man of the house made a wry face and asked whether the tea had been boiled. The old-fashioned housekeeper looked at the new milk pitcher, and two lines came into her nice white forehead. Later, when we were doing the dishes together, she "fessed up."

"That is the first time I ever bought premium goods. John always says you can't get china and quality for one and the same price, but that horrid grocer would not sell me the pitcher. Well, I suppose I'll have to give the whole package to Mary Miller."

Admirable arrangement for Mary Miller, the washerwoman, but at least fifty cents must be charged to waste, for the pitcher could be bought at any china shop for a quarter or less.

It seemed the psychological moment for my experiment, so I said:

"Did you keep your sale slip with the prices of those groceries we bought to-day?"

With a moist hand she tossed me the slip of pink paper.

"To-morrow, just for fun, we will take this list and go to the store where the summer colonists trade."

The old-fashioned housekeeper gave her tea towel a parting twist, flung it over a rack, and announced:

"Now, my dear woman, I don't intend to let you do anything reckless."

"For the good of the cause," I begged; and then she murmured something about folks with theories, and laughed like a child who had been promised a visit to the circus.

And on the morrow we went to the model store.

Here are the lists:

Sale Slip from Untidy Store.

1 lb. premium mixed tea	75c
1 lb. Our Own coffee (M. & J.).....	34c
1/2 lb. American cheese	9c
1 pkg. macaroni	12c
1 salmon	12c
1 lb. prunes (Calif.)	12c
3 1/4 lbs. gr. sugar	19c

1 jar sweet pickles	25c
1 bt. vanilla	9c
1/2 doz. lemons	13c

Sales Slip from Model Store.

1 lb. mixed tea, No. 3 quality	63c
1 lb. Mocha and Java coffee (ground)	30c
1/2 lb. American cheese	9c
1 pkg. macaroni	12c
1 salmon	12c
1 lb. prunes	12c
3 1/4 lbs. gr. sugar	17c
1 jar sweet pickles	25c
1 bt. vanilla	10c
1/2 doz. lemons	15c

For her original purchases at the untidy store, my hostess paid \$2.20. The duplicate order at the model store footed up fifteen cents less, or \$2.05. Allowing that the milk pitcher was worth twenty-five cents on the face of the sale slip, she paid ten cents more for the goods purchased at the model store than for those bought at the less desirable grocery.

But the prices attached to the articles do not always represent their true household value.

Premium Tea.

To begin with, the "premium mixed tea," on examination by an expert, proved to be not a mixture of Oolong and English breakfast (a most remarkable combination, by the way), as claimed by the oily grocery clerk, but a low grade of Oolong and green, with a considerable proportion of what is known as "siftings," the whole worth not a penny over thirty-seven cents a pound. The sixty-three-cent mixed tea bought at the model store, was well worth in brewing strength and fineness of flavor at least double the inferior brand, and was a real bargain at its price.

But that is not the whole story. Every woman knows that when you use an inferior brand of tea you lose both flavor and strength, and the average housewife uses once and a half the quantity of cheap tea she would need of a better grade. However, if we leave this latter point out of the reckoning, the difference between the price charged for the premium tea, seventy-five cents, and its worth, thirty-seven cents, was represented by a china pitcher which could be duplicated for twenty-five cents. Actual loss here thirteen cents, to say nothing of the difference in flavor.

The second purchase, "Our Own Blend" coffee, put up in an attractive tin can, proved to be not pure Mocha and Java, as was claimed, but a blend of Mocha, Java, Rio coffee and chicory, which could have been sold at a profit for twenty-five cents. The Mocha and Java coffee purchased at the model store came out of the test with flying colors,

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two-thirds Java and one third Mocha, with no adulteration, yet it was sold at four cents a pound cheaper.

Now, I hold no brief for Mocha and Java coffee. There are many households where Maracaibo or Rio coffee at eighteen or twenty cents a pound is preferred to Mocha and Java at thirty, but this is not the question at issue. This particular housewife thought she was buying pure Mocha and Java coffee at thirty-four cents a pound, and instead she was receiving an adulterated article.

Perhaps the grocer knew this, or perhaps he had bought the coffee in all honest ignorance. But after long months of investigation, during which I have bought goods in all sorts of stores in many different parts of the country, the conclusion is forced upon me that not only is the average dirty grocer willing to force upon his customer an inferior article in return for a big profit, but he is forced to do so in order to make a living. This is a day of system in the grocery business, as elsewhere. System means order, and order in a grocery store requires cleanliness. The unclean grocer is not a systematic grocer, and the unsystematic grocer loses money in his buying in the conduct of his store, and in the treatment of his customers. The trade which he loses through untidiness and incapacity, to say nothing of the waste of stock through careless handling of his goods, makes it necessary for him to sell at a higher profit than the man whose store is run methodically, systematically and cleanly.

Oiled Paper Versus Thumb Marks.

To return to our price lists, the cost of American cream cheese at both stores was the same, as was the quality, but there was one important difference. The cheese from the model store was delivered in a wrapping of oiled paper. It had been cut with a clean knife. The cheese from the dirty store had been sliced with a rusty or dirty knife, which left a grayish-brown streak on one side of the piece, and there was an ugly thumb mark near the rind. This dirt my hostess sliced off with infinite care. We weighed these parings, and they tipped the scales at nearly an ounce. Provided my hostess received sixteen ounces to the pound, or eight ounces for nine cents, she lost nearly an eighth of the cheese bought at the dirty store, or more than a cent's worth.

The purchase of macaroni in the package could not be expected to produce startling comparisons between the two stores, because goods put up in packages even from a dirty store are protected against the rusty knife and the smutty thumb. The two batches of macaroni were therefore much alike in point of cleanliness and were just the same in price, twelve cents. However, our housekeeper was still being cheated out of two cents by trading at the dirty store, because there she had obtained American macaroni, which should sell at ten cents, at the higher price of the Italian brand. This wasn't a question of quality—many prefer the domestic brand

prepared under our pure food laws—but it is a question of ethics.

Salmon at twelve cents a can at both stores showed practically the same difference in quality. There was half a cupful of waste, skin, bones and fat, in the can bought from the dirty store. The can delivered from the model store was solid, meaty and better flavored.

The difference between the two grades of prunes at twelve cents a pound was more marked. Those from the dirty store were obviously of an old vintage. They were shriveled, dusty and encrusted with bits of stick, stone and uncatalogued scraps of dirt. The rinse water from the first washing was indescribably dirty. They required three washings, and they did not "plump up" nicely in stewing. The prunes from the model store were not the finest sold in that establishment. They were offered as "seconds," but they were infinitely superior to the prunes described above. One washing sufficed; a few twigs, evidently of the prune tree, were dried in with the fruit, but there was neither dust nor stone. And by actual count there were four more of the better prunes to the pound than of the inferior.

At the dirty store, granulated sugar was sold at five and one-half cents a pound. At the better store it cost four and six-sevenths cents a pound.

The sweet pickles were priced the same at both stores, but one jar bore the label of a standard firm; the other bore no firm name at all, just a fancy label. The reason for this was obvious when we served the two grades of goods at the same meal. The pickles from the dirty store were soft and overseasoned. The pickles from the model store were firm and properly flavored.

The standard vanilla at ten cents a bottle was a third stronger than the vanilla in the nine-cent bottle—this by chemical test.

A Difference in Lemons.

The difference between the lemons purchased at the two stores was a revelation. Those from the tidy store were firm, yet full of juice. Those from the dirty store though apparently the same size, were either dry and hard or soft and pithy. The average lemon from the good store yielded two and one-half tablespoonfuls of juice; those from the cheap store produced less than a tablespoonful and a half, or a loss of seven tablespoonfuls of juice on half a dozen lemons.

Barring the ubiquitous milk pitcher, these figures prove that the housewife saved in cash, flavor and strength at least one-third by trading at the clean store.

It must be understood that these results were not obtained merely by careless shopping at the two stores, but through honest, practical household test of the articles purchased, backed by chemical analysis.

After it was all over, the old-fashioned housewife remarked that she had often wondered why she could not get the

brands of corn starch, vanilla, cocoanut and chocolate used by her mother. She had actually begun to think that they were no longer on the market. She never dreamed that the untidy grocer, who had enjoyed her trade for three years, was foisting "seconds" or inferior makes of package and bottled articles upon her because his disorderly methods of doing business had forced him to squeeze an excessive profit out of each sale in order to support himself and maintain the business in which he was working industriously but unwisely.

It must not be said that all dirty grocers are unscrupulous. Many of them are either ignorant, lacking in judgment or easily influenced by the bland and specious arguments offered by unscrupulous jobbers and wholesalers. The man who does not display the intelligence and the good management essential to keeping a store clean generally lacks the intelligence and judgment to buy to advantage. Just as the slovenly housewife wastes the income placed at her disposal by a hard-working husband, so the grocer wastes his capital and stock by injudicious, unintelligent buying. He may not know that the package coffee which he sells at a few cents higher than his rival, the clean grocer, or the bulk coffee, in bean, ground or pulverized, is adulterated; but it is his business to know this.

One or Two "Specials."

A store whose untidy appearance is often overlooked because of its "sales," advertised a special in peas, two cans of A1 peas for twenty-five cents. The labels on these cans were non-committal as to the name and fame of the canning agents—a point on which you cannot be too careful to make sure that you have the guarantee of a standard firm. At a tidy store a can of the same size prepared by a well-known house was bought at the standard price for that brand, fourteen cents, and the two cans were compared. The "bargain" peas smelled almost rancid when the can was opened, so the juice was poured off and the peas carefully rinsed. Then the cause of the strong flavor was discovered. The peas were of various sizes, a full dozen of very large, hard yellow peas were discovered. The peas from the clean store were subjected to the same rinsing process, and were found to be of uniform size, a trifle larger than the French pea.

As we have seen before, this disaster might have been avoided by a careful housewife if she had known just the brand of canned peas she wanted, and had insisted on getting that brand. This is the safest way to trade at any store. When you find that your grocer is honest enough to give you just the brand you ask for, and no other—when, in other words, you know your grocer—then, and then only, can you afford to try a brand from his store about which you know nothing. Perhaps you have found the exceptional grocer who has invented some canning process of his own, the superlative merit of which will some

day win for his goods the fame which years of experience have awarded to the brand which you have always used and know you want. Perhaps, too, this is not so. At any rate, the grocer who, for the sake of a bigger profit, slips his own make of any prepared food in the place of a standard brand for which you have asked, is not honest enough to make his brand worthy of your patronage.

But how about the things which we prefer to buy in bulk? With these there is no hope except in the clean methods of your grocer. For instance, loose soda crackers at ten cents a pound, purchased at a clean grocery, proved crisp and palatable. The lid of the tin box holding the bulk crackers had been kept tightly closed. The same brand of crackers at the same price purchased at a slovenly looking store proved flat to the taste and moist to the touch.

Just one more example—butter. At a model store in October butter was purchased at thirty-two cents a pound—creamery tub butter of excellent flavor sweet and palatable. Just around the corner, in one of a great chain of untidy groceries, hung a sign. "Special to-day. Best Creamery Tub Butter at 29 Cents a Lb. Done Up in 2-Lb. Cartons. Only Two Cartons to a Customer."

Women were flocking to that sale and arguing volubly with the clerks for the privilege of buying just one more carton. Six pounds: Why, that will keep! A single carton was purchased and analyzed. It proved to be what is known as June butter, which had been kept in cold storage four months. In June butter is cheap, partly because milk is plentiful and partly because the cows, turned into fresh pastures, eat so many strong weeds that even the butter is tainted with the flavor. Butter which had been bought to sell at twenty cents a pound had been marketed, after lying four months in cold storage, at twenty-nine cents, and in competition with absolutely fresh, untainted creamery butter at thirty-two cents a pound. Which is the real bargain for the fastidious housewife? And how many women who carried home the precious two-pound cartons, "only two to a customer," wound up by turning their bargains into the jar which holds the cooking butter, or, more likely still, handing it on to some Mary Miller, to whom cold-storage butter is far superior to no butter at all.

In the face of all these examples and after months of earnest investigation, the Woman's Home Companion is convinced that not only can the economical housewife afford to trade with the clean grocer, but that she cannot afford to trade with any other. By withholding our trade from the dirty grocer, and giving it to the clean grocer, we have it in our power to make every grocer clean and honest—to eliminate the unsanitary grocery store, where dirt endangers the family health and substitution strikes at

The firm of W. E. Woodward & Co., grocers, of North Hatley, Que., has been dissolved.

THE WEST INDIES AND CANADA.

Address by Sir Daniel Morris to Leading Body in Barbadoes.

Sir Daniel Morris, the Imperial Commissioner of Agriculture for the West Indies, who was in Canada during the summer and early fall, has been speaking enthusiastically concerning trade between Canada and the West Indies since his return to Barbadoes. From a recent issue of the Barbadoes Agricultural Reporter of Nov. 30th, which has been kindly handed us by Geo. Musson & Co., we cull the following paragraphs from an address given by Sir Daniel before the Agricultural Society and commercial body at Bridgetown on November 22.

Dealing principally with sugar, he said:

"The consumption of sugar is rapidly increasing in Canada. For the past five years there has been an average increase of 8,000 tons per annum. In a few years it is highly probable that Canada will be in a position to take all the sugar produced in the West Indies, which is estimated at 240,000 tons per year. During the past year Canada has imported 212,000 short tons of sugar. Of this 166,000 tons of refiners' and muscovado sugars were taken direct from the West Indies and British Guiana, all of which were admitted under the preferential tariff. Some 18,000 tons of refined sugars were taken from Great Britain. Besides about 6,000 tons of refiners' crystals were admitted under the preferential tariff from Fiji and landed and refined on the Pacific coast. Practically, therefore, Canada has imported 90 per cent. of the sugars consumed by it from British sources.

One important reason why the West Indies have found such a favorable market in Canada is that the German beet sugar is shut out, not only by being placed on the general tariff, but by having a surtax imposed upon it. Should this surtax be removed the result would be injurious to the West Indies. The general opinion in Canada is that while that country was taking 78 per cent. of the total sugar consumed direct from the West Indies and British Guiana under a preferential tariff, the return trade was comparatively small. As a result there was a feeling of disappointment in Canada. Canadians, on the whole, are very sympathetic towards the West Indies, and are prepared to help the West Indies, but it is not prepared to keep on doing so unless the West Indies, including British Guiana, come in as a whole and make some representations. It is necessary for the West Indies to obtain all possible information regarding the trade of each colony. The position should then be summarized with regard to sugar and other products and there should be taken into consideration what Canada can take from the West Indies and what it is desirable for us to take from Canada.

In his address Sir Daniel referred to two expositions he visited in Canada, at Toronto and Montreal. Either the reporter or the speaker became mixed, for, speaking of the exhibition in Montreal, the article goes on to describe minutely the exhibition at Toronto. Sir Daniel strongly emphasizes the benefit the West Indian growers and merchants would reap by sending their goods up to this exhibition.

PRESENTATIONS—GOOD CHEER.

Head of Firm and Manager Remembered by Red Rose Tea Staff.

There have been presentations, compliments and general good cheer flying around generously at the Toronto office of Red Rose Tea during the holiday season.

For instance, last Friday evening the firm's Ontario travelers surprised the head of their firm, T. H. Estabrooks, of St. John, who had been in the city for a week arranging business for the New Year, with the gift of a splendid dinner gong. The gift, which was made to Mr. and Mrs. Estabrooks, was accompanied with an address, illustrative of the travelers' appreciation of the firm's kindness and generosity during the year. Beside wishing Mr. Estabrooks and family "much happiness and prosperity," it hoped that "every time the gong was heard ringing they would think of the boys in Ontario." The presentation was made by R. Pratt, and Mr. Estabrooks, after he had recovered from his surprise, voiced his appreciation of the remembrance.

He showed it in another way, also, by inviting the travelers over to a luncheon at McConkey's at noon on Saturday, when good cheer and compliments were interchanged freely, the function being, as several present expressed, "a fitting wind-up to a good season's work."

At Christmas time, also, the travelers and staff of the Toronto office remembered their manager, Geo. Campbell and Mrs. Campbell, with a gift of a handsome Brown Betty deposit service, hand-worked in silver. Good feeling is certainly very evident in this firm.

Red Rose travelers made good use of their two weeks' holidays at the holiday season. For instance, Ben Miller and his bride were down at his home in Lindsay; Geo. Taylor was at Fingal and Port Stanley, and Joe Boyd was at his old home in Acton for a few days.

The place left open by the withdrawal of Walter Gaden from the Red Rose staff in Montreal, has been filled from the Ontario staff, J. W. Nobles, who has had a good many years' experience and is pretty well known, went down last week to make things boom at the Montreal office.

TRADE NOTES.

T. G. Crown, grocer, of Toronto, has sold to J. A. Rice.

P. G. Parrott, general merchant, of Utica, Ont., has assigned.

Baker & Co., grocers, of Montreal, have made an assignment.

Hugh McPhee, grocer, of Calgary, has sold to Reid & Winter.

Brooks & Brown, general merchants, of Abernethy, Sask., have assigned.

Bergeron & Lorange, grocers, of Montreal, have dissolved partnership.

Eoll & Clements, general merchants, of Fort William, have made an assignment.

Wm. K. McDonald, who has been conducting a grocery at Glace Bay, N.S., has assigned.

Toronto Experiences No Delay

Matter of Tea Inspector is of Little Interest, Say Local Houses—Satisfaction is Expressed With Present Methods, Particularly Since Arrangement to "Free" by Wire.

Considerable notice has been taken in The Grocer recently of the demands of the Montreal tea importers for a local tea inspector. With a view to finding out how the situation stood in Toronto a representative of this paper a short time ago called on a large number of the importers and his findings are given herewith:

The situation in Toronto seems very different and much more satisfactory than that reported by the Montreal firms. Almost without exception the Toronto dealers are quite satisfied with present arrangements, particularly since the new arrangement of "freeing by wire" was arranged by the Government. Some firms are exceedingly enthusiastic over the way this arrangement works and the consensus of opinion seems to be that nothing further could be done or is necessary to facilitate tea inspection as far as Toronto is concerned.

Speaking regarding the situation in Montreal, as shown by the representations of the trade there, the majority of importers expressed themselves as being unable to understand the cause of the difficulty. It was suggested that possibly the delay was caused in the local customs-house, either through the appraiser or the clerks. Looked at from a Toronto standpoint, no blame for the delay can be placed on the inspector at Ottawa.

Here is the way the matter worked out in Toronto, according to the testimony of several of the largest firms: Samples of the tea to be tested and taken from the shipments by the appraisers at, say, three o'clock in the afternoon. These are gotten off on the evening mail, reach Ottawa and are delivered to the chief inspector by ten or eleven next morning. If the inspector gets to work with them immediately and he seems to be pretty prompt in the matter, a wire "freeing" the teas tested reaches the Toronto importer sometimes by noon and usually by two or three o'clock the same day. Where the matter is not urgent and reply is sent by mail the return is, of course, not so prompt but in no cases recently has it taken more than two or at the most, three days to "free" any particular shipment and no delays such as the Montreal firms complain of have been experienced.

It is a fact, of course, that the Montreal houses import a much larger quantity of low-grade teas, which require inspection, than comes into Toronto. And this, some suggest, may have some bearing on the trouble. Otherwise, the matter seems inexplicable.

The opinions of several of the Toronto importers are given herewith:

R. C. Larkin, of the Salada Tea Co., says: "No, we have no trouble whatever in the matter of facilitating inspection. In fact, we are very pleased with the way the Government has handled the matter. Very frequently samples are taken from our shipments in the afternoon and a wire from the inspector at Ottawa "freeing" the teas examined reaches us at noon next day. I cannot understand what ground Montreal merchants have to object to the present system as they are considerably nearer Ottawa than we are in Toronto and should get their returns more quickly accordingly." Speaking of the inspectors at St. John and Winnipeg, Mr. Larkin continued: "They seem to be needed there as these places are so far distant from Ottawa and hence conditions will be different."

J. L. Watt, of Watt & Scott, brokers, said: "There seems to be no necessity for an inspector in Toronto. Indeed, the Government seem to trust us very generously in this matter. I have experienced no trouble whatever."

Fred Dane, grocery broker, said of the matter: "I have nothing to complain of. There have been no delays recently under the new method which has helped matters very greatly. I cannot see any reason for desiring an inspector in Toronto."

Geo. H. Campbell, Toronto, manager of Red Rose Tea, also expressed himself as well satisfied with present conditions. "We do not have much occasion to trouble the inspector," said Mr. Campbell, "but when the occasion has arisen the matter has always been attended to satisfactorily."

J. F. Eby, of the Eby, Blain Co., said: "Those Montreal houses should raise the quality of their imports so as to escape so much inspection. Our firm has not experienced any particular difficulty in this matter but if Montreal is to have an inspector we ought to have one in Toronto also."

James Ince, of Perkins, Ince & Co., said: "We did experience some slight difficulty some time ago, but no trouble has been met with recently. The trouble in Montreal must be caused by delay on the part of the appraisers or in the local customs house."

J. W. Musson, of Geo. Musson & Co., said: "They do a very great deal more business in the lower grades of teas in Montreal than the Toronto houses. This may account for the delay there. We have heard of similar trouble in Toronto."

H. P. Eckhardt, of Eckhardt & Co., when questioned said: "We have had no trouble of the kind you mention and

cannot see what is the trouble in Montreal."

Several other firms gave practically the same answers and from this it seems conclusively evident that there is not much interest in the matter of the placing of a Government tea inspector in Toronto.

The following letter, which has been received since the above was written shows the attitude of one Toronto house in the matter:

Editor Canadian Grocer, Toronto:

Dear Sir,—We have taken considerable interest in the series of articles you have been publishing re an inspector of teas for the ports of Montreal, Toronto, etc., and in justice to the customs department, we intended writing you sometime ago to point out that there is absolutely no delay caused by the Government with regard to the delivery of teas arriving in Canada.

We are able to get our teas the moment we have passed the entry, that is, if we can persuade the railway companies to hurry up and deliver them, the customs authorities being quite willing to hand them over without awaiting the report of the inspector at Ottawa.

Now, as this is so, and is distinctly stated in the Hon. Mr. Paterson's letter in your last issue, what earthly reason have importers to complain of delay in the inspection of teas?

We think the Minister of Customs deserves the best thanks of importers (and he has ours) for removing all restrictions, thus enabling us to get our teas promptly on arrival, whereas, in the United States, we cannot get them until they are examined and freed by either the inspector at New York or Chicago, which often takes days.

Yours truly,

P. C. Larkin & Co.

A GOOD CHANCE FOR THE RETAILER.

There is an advantage for the retailer to read the advertisements published in connection with the future moving of the firm of Laporte, Martin & Co., Limited. This week teas and canned goods are put forward with notable reductions in prices in order to avoid cartage and storage expenses. The retail trade has a great profit to secure by following regularly these weekly announcements.

J. W. Arnold was in Toronto last week. J. W. represents John Taylor & Son, soap manufacturers, in St. John, and was up at headquarters for the annual "talk."

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The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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Published every Friday.

A CRISIS IN TEA PRICES.

With the steady, though gradual, advance in the prices of teas in the world's markets during the past year, which have been noted from week to week in our market notes, the situation, as it stands at present, is critical and is exceedingly interesting to the retail grocer. Speaking generally, the prices of teas to-day are higher and materially so, than they have been at any time since 1899.

In common teas the difference in prices between January, 1906, and those quoted at present, show an appreciation of fully 100 per cent. The advances have been most noticeable on the lower grades of Indians and Ceylons. As an instance, common teas, which were quoted in the primary markets last year at 4 pence, cannot now be bought for less than 8 pence.

This means that while retailers were buying common teas for 16 and 18 cents last year, they are now paying 21 and 22 cents for the same goods. In most cases the consumer is getting teas at the same prices as a year ago. Who is losing?

Various reasons are quoted for these advances, but getting to the bottom of the matter the real reason seems to be that demand is increasing faster than

production. Great Britain and the continent of America have largely increased their consumption in the last two years, and another most important factor, Russia, is becoming a great tea buyer. Returns up to November show that Russia's purchases of Ceylon and Indian in 1907 were fully 50 per cent. larger than in 1906. In the lowest grades the purchases of 1906 have been almost trebled. Last year Russia took practically the whole crop of fine China teas, even at the enormously high prices, and this growing business seems bound to extend.

Keeping this situation in view, it seems that in all probability there will be no immediate relief from the present high prices. They may go still higher, and, in any event, will remain at their present level for some months at least. Indeed, the opinion is expressed by some London firms who are usually conservative in their remarks, that no level can be expected for several years.

We must, therefore, consider, whatever fluctuations may occur, that a high level of price has been established on a permanent basis, and, according to this, the only relief to the wholesale and retail dealers will come from the establishment of a higher scale of retail prices.

The packers of tea whose selling price has been fixed, but whose cost has increased as the market advanced, have been doing business at a serious loss for some time past. This condition cannot be continued indefinitely.

Again, in Japans, which are not put up in packets, the profit to wholesaler and retailer alike, has been reduced to a minimum in the effort to maintain the same price to the consumer, and this also cannot go on very long. With these matters in view, retail dealers will see that in their own interests they must be prepared to establish a higher retail price.

The fact that the advance has been greatest on the lower grades of teas makes these grades relatively poor value and the retailer will be really giving the consumer better value for the money, and, at the same time, reaping a much better profit for himself by inducing his customers to buy higher priced goods. This will be true in even greater degree if the retail price of the lower grades is advanced from the present standard of 25 cents to 30 cents, as every cent additional paid in the first cost brings a tea intrinsically worth several cents more in actual drinking quality.

ANNOUNCEMENT NEXT WEEK.

The results of the grocers' Christmas competitions, both of the window dressing and advertising contests, will be announced in next week's issue, with reproductions of the various successful windows and of a couple of the advertisements. It was hoped that the matter could be included in this issue, but details of the contests could not be arranged in time to permit of engravings be made in sufficient time. Considerable interest was shown in both contests, entries being sent in from all parts of Canada, and next week's announcement will doubtless be looked forward to by a good many grocers and clerks.

AN ADVANCE IN SUGAR.

The feature of the week in the grocery markets has been a general advance of ten cents on all lines of sugars. The change seems to have been made in sympathy with the American markets, and the advance there is probably the result of speculation on the part of several New York refiners. With the high prices in raws, however, the small number of centrals operating in Cuba, and the rather unfavorable reports regarding the European beet situation, this advance was to be expected and sugar is now on a more satisfactory basis.

Prices now are almost exactly even with those quoted the corresponding week last year. Then, on January 12th, a drop to \$4.20 was noted, and an advance on this followed shortly afterward.

As far as can be prophesied, the prices reached this week should be steady, for some months, at least.

AN UNEXPECTED BENEFIT.

Some of the larger grocers, who have the patronage particularly of the wealthy class, tell us that they have benefited instead of suffered from the recent brief period of financial stress. This seeming anomaly they explain by saying that this year the families of many of their customers who usually go to Europe or to the southern states for the winter, remained at home on account of the threatened crisis in financial matters and thus kept their grocery bills going. The result is as peculiar as it was unexpected, but it stands as another proof of the adage about the "ill wind that blows nobody good."

J. McFarlane, Calgary, Alta., has taken over the grocery trade of A. F. Mutton.

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New Year Resolutions

Sensible Advice Given by a Toronto Preacher—"Don't Worry and Don't Stick too Close to Your Desk," the Lesson to Be Learned From the Experience of New Yorkers.

DON'T LIVE TOO FAST.

There is a lesson and a warning for business men in the fact that there were 186 deaths from heart disease in this city last week, says the New York Herald, an increase of thirty per cent. as compared with the corresponding week of last year, and that the figures for the entire twelvemonth will very nearly equal this ratio of increase.

While the average duration of human life has been lengthened three or four years during the present generation the number of deaths from heart disease in New York and other American cities has steadily increased. This is admittedly due to the stress and strain of modern life, but more than all to the "worry" it entails among business men.

As experts point out, the anxiety and strain caused by recent monetary troubles has undoubtedly been the cause of many recent deaths from heart disease, especially among men advanced in years. Heavy financial losses in some cases, in others worry over apprehended disasters that will never occur cause loss of appetite and sleeplessness and a general lowering of vitality which renders the subject an easy prey to any prevailing disease, or if the heart be weakened by a long period of improper living it gives way.

Physicians have long been preaching the doctrine that American business men live too fast. With the telegraph, the ocean cable, the telephone and other modern facilities the man of affairs can do in one hour work that formerly would have occupied six. It might be thought his working day would be correspondingly shortened. Nothing of the sort has occurred. The speed with which trade can be effected has simply accelerated his pace, and he not only works faster, but more hours than ever, with corresponding increase of business and responsibilities. To keep up this energy he eats too much, sometimes drinks too much—for a man who spends most of his working hours at his desk and takes no open air exercise. Physical deterioration is inevitable, and when a period of more than usual stress and anxiety arrives he is liable to succumb.

Even from a sordid money-grabbing point of view his manner of life is a mistake. The day's shooting, yachting, riding or golf and an occasional change of scene give new strength and vitality and a clearer brain. In perfect health and possession of all his faculties the man has an acuter insight for the direction of affairs and can accomplish more than if he spent the whole time in his office or counting room with his nose to the grindstone. The man who thus preserves his health pooh-poohs as mere spectres a host of things which otherwise would worry him into his grave, and he will be living, active and prosperous for a generation after the survivors among his unwise colleagues have passed into a wretched and enfeebled premature old age.

What American business men must learn is to slow down, take wholesome recreation and above all quit worrying, even over real troubles when they come, whereas most of them now worry over troubles that never come.

GO SOFTLY IN 1908.

Let them snicker at your New Year's resolution if they will, but make it, and publish it, and keep it! said Rev. Byron Stauffer, of Toronto, last Sunday. Man goes forward by plodding and by leaping. It is a mistake to imagine that no one can get goodness in a single bound. There is the army mule's tug and the kangaroo's leap in a man's moral evolution. A man needs the

PASS THIS ALONG.

The following practical advice, printed on a card for enclosing in envelopes containing receipts for remittances, issued by the Penton Publishing Company, publishers of the Iron Trade Review, Cleveland, is worthy of being passed along by readers of this paper:

"If all business houses and business men in America will do their level best at this time to pay every bill, large or small, as fast as they can, it will help very materially in the prompt restoration of confidence.

"We are doing all we can to help our customers on the one hand, and on the other, the money you have sent us will be paid out by or before this reaches you.

"This money panic must quickly pass by, and then, with confidence restored, your customers and ours are going to begin to place orders, and the establishments which supply the best goods and seek the hardest for business, will get there first."

mule's tenacity to keep the ground he has gained; he needs the kangaroo jump once in a while when he decides to go forward. Make a leap onward and upward this New Year, and then doggedly hold the ground.

And what shall you resolve? To work harder? Well, maybe that is needed in your case. True, the man that really succeeds in making progress never did trust in the eight-hour day overmuch. But likely you're working hard enough. To save money? Perhaps, it's for you, but my opinion is you're doing fairly well as it is. To save a little is the safe road to competency, but to try and save much is the sure road to misery.

But twenty-five hundred years ago a king wrote in the front of his diary these words: "I shall go softly all my

years." It will do for you and me today and it may well be our New Year resolution for 1908. "I shall go softly." The same word is used once in the Old Testament where a man speaks of velvet. So the phrase means, "I shall walk in velvet shoes all my days." "I shall handle folks and problems with kid gloves during 1908."

I shall go softly, gratefully, not grumblingly; humbly, not proudly; thoughtfully, not rashly; prudently, not recklessly; gently, not roughly. Activity stands in danger of being boisterous. The touch of intensity is often harsh. The brisk word is sometimes brusque. In our physical strength we forget the power of kindness.

Make the resolution on account of the manners it will give you. If two countrymen, equally uncouth, were to be put into Toronto's finest drawing room, the quieter-voiced of the two would attract the least notice. The soft word will reform the world. Scolding won't do it. The shriek of the impassioned declaimer won't do it. But the kind word will be a lever that will lift a thousand times its own weight. The wind howled over the lakes the other week. With its roar it beached a few small craft and wrecked a steamer or two. But today ten thousand ships are awaiting the great arm of the silent moon in lifting the whole ocean in order to carry them from their ports! Say it to-day: "During 1908 I shall go softly."

TEAM WORK.

No one thing is so essential to the prosperity of a business establishment as team work. By this is meant the performance by every member of the force, in every department, of his assigned duties promptly and cheerfully, and further than this the co-operation of one department with another.

There is no unimportant work in connection with the manufacture and sale of goods. Every detail, no matter how apparently trivial, is essential.

These details are the result of experience and thought. They usually grow out of troubles which have arisen and must be guarded against in the future.

Orders are not issued for amusement or to provide somebody a job. They are intended to fulfill a definite purpose, and it is only by good team work in carrying them out, all along the line, that the house is kept running smoothly.

Good customers are often lost for a time—sometimes permanently—through a lot of insignificant little things, not important in themselves, but far reaching in their effect.

Business is made up of little things, and no one can say how comparatively important they are. Trifles make for perfection and nothing is perfect unless perfection is carried through all of its parts.

It is in carrying out the details, one man working with another, that team work counts.

Grocery News from Coast to Coast

News of the Grocery Trade From All Sections of Canada—Business Somewhat Quieter After Holiday Rush, But Outlook is Exceedingly Encouraging.

CHATHAM.

Amid a circle of loyal and congratulating friends, around a table burdened with the choicest products of culinary skill, amid tasteful decorations, with a spirit of good cheer and happiness pervading all, Mr. and Mrs. V. J. Bosworth celebrated on the evening of Jan. 2 the fortieth anniversary of their wedding.

They were married in Newmarket, England, coming to this city 18 years ago. Until four years ago Mr. Bosworth was G.T.R. baggageman, and since then has conducted a prosperous grocery business on William street. Three of the five children were present, the remaining two sending congratulatory messages.

F. Charlan, tobacco expert of the Dominion Department of Agriculture, recently visited this section. He reports the tobacco crop much better than was anticipated at the outset of the season. Earlier planting and earlier harvesting are recommended.

Chris. Farrell has inaugurated his grocery business in his new brick block on St. Clair street.

E. Omstead, the Wheatley general merchant, has purchased the general merchandise stock of S. Anderson & Co., of Harrow. Mr. Anderson will return to Wheatley, from which place he removed some eighteen months ago to set up business in Harrow.

A. B. Lounsbury, who has for over twenty years conducted a successful butcher business at Wheatley, has purchased the butcher business of Mr. Torrance, at Leamington.

W. S. Downham, of Essex, has purchased the Harrow cheese factory and will operate it as a creamery next season. Mr. Cunningham will remain as manager.

An interesting point of law in connection with exempted industries has just been decided by Judge Bell, senior county court judge. Last June the county council, in passing their assessment equalization by-law, added \$400,000 to the Wallaceburg assessment. Wallaceburg appealed against this decision. Though the judge has sustained the appeal, he has added \$88,700 to the former Wallaceburg assessment. Wallaceburg, some time ago, passed a by-law exempting the Wallaceburg Sugar Co.'s premises and plant from all assessment over and above \$20,000. The judge

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

places the value of the building and taxable machinery at \$108,700, and this, less the \$20,000 already included, has been added to the Wallaceburg assessment. In a word, the judge holds that in towns not separate from the county local by-laws exempting industries from municipal taxation do not bind the county, and that such industries are liable for the county rate on their full assessable value.

Lamon Bros., bakers, are now issuing handsome aluminum bread tickets in place of the pasteboard tickets formerly in use. Aluminum is healthier, and means a saving in the long run.

W. Linder, of Toronto, representing Maconochie's, visited Chatham, Wallaceburg and adjacent points early this week. His friends in the trade—and they are legion—were immensely pleased to

est, and ready to stand up for his opinions on all occasions, he had given five years of faithful service to the city. Probably no man had ever so deservedly earned the post. This fact was admitted even by men who voted against him. His successful opponent, ex-Ald. Thos. Scullard, had many strong elements in his favor, and the contest just concluded is scarcely a genuine test of the regard of the Chatham public for "Bill" Potter.

But if they did not land the mayor's chair, grocery men find consolation in the outcome of the aldermanic contest. J. N. Massey, chairman of the railway committee in last year's council, and one of the city's most progressive grocers, headed the poll, rolling up the phenomenal vote of 1,069. Ex-Ald. John N. Edmondson, the popular St. Clair street butcher, who went down last year, redeemed himself this year by winning second place, being only 50 votes behind Ald. Massey. Harry A. Andrew scored well for a new man, securing sixth place with 900 votes. Ald. Andrew's only previous experience in municipal affairs consisted of a year on the school board under the old ward system, and the big vote he secured in this year's contest from all parts of the city is very pleasing.

BARRIE.

The two by-laws which were voted on last Monday, the local option by-law and the Aerial Ladder & Auto Truck Co. loan by-law caused quite a lot of excitement in town, especially the local option one, which has been a fight all along between the hotelmen and merchants and the general temperance people. It was, however, defeated by a majority of 66. The other by-law was carried by a majority of 82, and Barrie will now have the only factory in Ontario where electric and hydraulic automatic fire engines will be manufactured. A few more of this kind will make us, now a city, into one of the best in the province.

Never before inside of one week did the price of poultry in general rise as it did from the holiday week till last Saturday. The Christmas turkey, that sold for 10c and 11c, jumped to 15c.

Robert Beath, who opened a grocery store on the corner of Mulcaster and Dunlop streets, last spring, has sold out to J. Colwell, of this town, and late turnkey of the Barrie gaol.

A. Jamieson, who has represented the F. Patterson & Son Co., of Brantford, for the last three years, has joined the staff of the Ogilvie Flour Milling Co., of Montreal. He will still cover his old territory and is now busy learning the

WHAT ONE MAN THINKS OF IT.

Here's what one man out West thinks of The Grocer.
"The MacLean Publishing Co.,
Winnipeg:
"Gentlemen,—We have been subscribers to your weekly newspaper, The Canadian Grocer, for about six months, and are very much pleased with it, in fact, we should have been taking it years before. It is worth five times the money."

J. McINTYRE & SON,
Revelstoke, B.C.

see his smiling face, and feel his warm handshake. Mr. Linder reports business to be pretty good this trip, and has seen practically no trace of the depression so much talked about last fall. Incidentally, few things are more remarkable than the way the Maconochie products have come to the front in Chatham. A few years ago they were unknown outside a few stores. To-day there is not a store of any standing that does not handle them, and there is a steadily growing public demand. Evidently, Maconochie's turn out the "proper stuff."

The municipal elections on Monday decided that Ald. Wm. Potter is not to sit in the mayor's chair. The popular groceryman went up against a hard combination of circumstances, and had the bad luck to finish last in a three-cornered contest. Ald. Potter had many qualifications for the post. He was the hardest worker probably that the city council ever knew. Incorruptibly hon-

THE CANADIAN GROCER

difference between confectionery and biscuits, and our genial Artie will have our best wishes for prosperity and success.

Among some of our merchants who will serve their term on our council this year are James Fair, 2nd deputy reeve; Wm. D. Bothwell, alderman for ward 3; John Little, alderman for ward 6; John Coffey, 1st deputy reeve. J. H. Bennet beat Richard Powell by a majority of 336.

The chickens, that sold for 8c and 9c, went to 12½c and even reached the 13c mark; geese from 8c to 10c, went to 12½c lb.; ducks in about the same proportion. Butter remains firm at 25c to 26c. The new laid eggs are beginning to make their appearance and are selling at 30c a dozen, while the others are selling at 20c a dozen.

Nearly every merchant in town reports a real good holiday trade, up to the average of other years, but most of them say that it has dropped off more suddenly than is usual, but they say that that is a good sign for an early good spring trade. We are not as badly off in the way of laid-off men as other places and it is very rarely that a good laborer is seen idle in town today.

GUELPH.

I have been asked to give a reason for the scarcity of money and for hard times in Guelph. The fact of the matter is that we positively have not got any hard times in Guelph. The grocers all report the Christmas trade as good and better in some cases than ever and are well satisfied. The first week in the new year has started off fine and some grocers report taking in more money than for a good many ordinary weeks previously. The public seems to feel that the backbone of the long winter is broken as soon as Christmas is over and have begun already to spend more freely, as is evidenced in the size of the orders being delivered in the city. The banks may not have so much spare capital, but there is a good reason for that. For instance, look at all those new factories, extensions to old ones, new machinery and also the large number of new houses, (the greatest in the history of Guelph), built this year. We cannot build new houses, shops, etc., and still keep our money in the bank. Keep it circulating and the banks will look out for themselves. The banks are all right, but the money was needed. We have it and have made good use of it and also have something to show for it. Besides, look at the large number of men we have kept busy the last two years on new buildings.

J. A. McCrea & Son did something unique in the way of business for a retail firm by buying a carload of oranges for the Christmas trade. That is the way we do it in Guelph.

W. H. Fielding has just completed putting in a beautiful oak platform and back in his store window. The back is all beveled mirrors and makes a handsome fixture, and was also made in Guelph by the Clemens Co.

Alderman Robt. Simpson, of the R. and J. H. Simpson Co., wholesale grocers, has been returned by acclamation. Alderman J. A. McCrea has decided to retire from his aldermanic duties, but we did expect to see him out for mayor.

Charlie Smye, of Balfour, Smye & Co., and Wm. Tobias, of Todhunter, Mitchell & Co., were the first two knights of the grip to make their appearance this year. Both got off to a good start on January 2.

We see and hear a good many comments on the large number of failures as seen in The Grocer lately, of grocers in the newer districts. Is it the fault of the grocers or the wholesaler? Some cracking good men go under in these failures each year, who, if given a chance would make good and it is very often the best of them are down and out as it is not frail concerns that are closed up always as the wholesalers know they can get more out of them by jollying them along, than closing them up, and the better man has property to help him to whack up and he has to do it, while the weak concern gets the extended time.

The 125,000 dollar by-law for the extensions to our waterworks plant was carried to-day by a majority of 737 and the Niagara power by-law was also carried by 870 of a majority on Monday, which shows the people's confidence in the good management of our commissioners.

There is a good movement started by a local grocer in insisting that all the fowl he buys have their heads off before marketing. His customers here all dropped in line and if others would take the matter up it would only be a short time till all the fowl brought on our local market would have the heads off. One leading shipper has also dropped in line and wants his with the heads off also. They certainly sell much easier and look far nicer and more salable. the family purse.

STRATFORD.

Just at present the merchants are experiencing the usual dull period, which prevails generally all over the land after the exit of the merry Christmastide. But when the dull period is expected, it does not become so black. It is when the dull seasons come with rude unexpectedness that the grumbling is heard.

But in this dull period (it does not last very long) how many grocers are there who grasp the opportunity to devote their attention to some particular part of the business, which, in the past, has been neglected and allowed to degenerate. The present season is a good time to make yourself generally useful in that department of your business. Figure out how best you can bring that particular unpaying and neglected part of the business up to the standard it should be at. Then go to work zealously and proceed to make it pay.

Then, again, immediately after the Christmas and New Year's trade is over is oftentimes a good time to take stock. Stock taking is a necessity to the essential success of any business and should be taken when the proprietor or business manager can best spare the time, and also when there is no great rush of business going on. There are a few grocers in this city who take stock several times a year. They are the successful merchants.

How important it is that the clerks in stores, groceries included, should know the value of being patient and of "keeping their heads" when waiting upon customers. Just the other day a customer entered one of the city stores and got flustered over a remark made by the clerk, whose patience was sorely tried by the same customer. The customer left the store in a rage and has not returned since. The man or clerk who allows himself to get angry too often says things he does not mean. The best thing to do is to hold that rebellious temper in check. It is costly in business. Not only do such incidents make unnecessary enemies, but they cost good, hard cash. The even dispositioned clerk is the one who draws the salary—the one who pleases the customer. Practice curbing that quick temper.

Since Christmas the market has not been very large. Last Saturday there were very few fowl on sale, and the market, on the whole, was rather "skimpy."

CALGARY.

The splendid weather which has prevailed throughout Alberta for the past month made business in all lines excellent. The season has been so mild and springlike that the ranchers have come in for their shopping for Christmas for a radius of a hundred miles. Merchants in all lines agree that in spite of the money stringency which is so much spoken of, cash receipts for the month of December exceeded all previous years.

As an indication of the business being carried on by the grocery trade in this small but growing city, one firm, Georgeson & Company, to-day received three carloads of coffee. The spice factory now being erected by this firm is nearing completion, the machinery is being installed, and everything will be ready to open up in three weeks. The company will grind their own coffees, spices and manufacture extracts, jellies, baking powders and all grocers' sundries.

Apples are plentiful. The trade is well supplied with Ontarios in barrels and Washingtons in boxes.

Japanese oranges are not at all satisfactory this season, the condition in which they have been received has been anything but good, and the importer

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is complaining as much as the housewife is grumbling.

There is a great scarcity of butter and eggs here, the prices are high and the quality not at all good.

SASKATOON.

Once more the holiday rush is over and for the next two months business is expected to be comparatively quiet. Grocers interviewed by your correspondent state that the holiday trade has been better this year than ever. There was a good demand for fruit and poultry, and bon bons and confectionery found a ready sale. A good deal of local advertising was done just previous to the holidays by the merchants, which helped to bring customers to their stores. Stores are also decorated and made to look as attractive as possible, and in some cases extra clerks were engaged. Calendars are given away freely, the one issued by Currie Bros. being of specially good design. It is made up of four long panels which are tied together with ribbon, with three months on each panel, and one which will be appreciated by all who received it.

A branch of the Retail Merchants' Association of Western Canada has been organized here with P. H. Currie as president. Very little active work has as yet been done but one of the objects of the association will be to form a black list as a protection against people who get goods on credit and who fail to pay for them. It will also help in cutting out the credit system and this should be the aim of each member. To have a successful and beneficial association it will be necessary to have the co-operation of all the business men of the town.

A good deal is being said these days about doing business on a cash basis. That the cash system is the most businesslike way of transacting a business is very evident. It is also the safest in the long run. Whether a man maintains a cash system depends a good deal on how he meets his customers. No one can take blood out of a stone and no one can get money out of people who haven't got it, but people can be trained to always keep enough money on hand to purchase the necessaries of life. If it is to be cash let him nail up his colors and stick to them. This has been done by Freeman & Co., of this town. Miss Freeman, who conducts the business has had a good experience of the trade and anything she does not know about a general store is not worth knowing. Years ago credit was given but it was decided that all accounts should be closed. This was done and although many customers kicked, the business has been carried on along cash lines ever since. It was found that the people who objected to paying cash down were the people who were

most likely to cause bad debts, and the other fellow was always welcome to their trade. That the cash system is coming more into vogue is quite evident. It would pay most merchants to do a strictly cash trade, turn down those who ought to be on the black list, save a book-keeper's salary and run no risk from bad debts.

The plans of the new milling and elevator company for Saskatoon are maturing. The company is composed of local men and a mill will be erected here. Elevators are planned for several other points but the headquarters of the company will be here and operations will commence as soon as the weather will permit in the spring. It is the intention of the proprietors in the meantime to erect an elevator at Deliske, another at Zealandia, and one in the vicinity of Lanigan. It is also possible that one will be erected at French on the new line of the Grand Trunk Pacific at some future time. Through the foresight of the promoters in thus establishing these elevators at various places in the vicinity they will greatly enlarge their field of operations and increase the volume of business in the city here. This season there was not enough room in the elevators to accommodate half the wheat brought in by the farmers so that there is ample room for an industry of this kind. If there was sufficient elevator capacity in the country districts in which to store the grain, the scarcity of cars would not be felt so much. It is gratifying to know that a few influential local men are the promoters of the enterprise and it is to be hoped that before next fall they will be ready for business. They evidently have the interest of the community at heart and deserve a fair share of the public patronage.

KINGSTON.

A great many think there will be a big slump in prices shortly. Many wholesalers are filled up with canned goods and many other lines and they are moving off slowly. Rolled oats went up by jumps but rolled back again. The 5-lb. packages Banner, Beaver, Quaker, etc., went up to \$4.90, but you could get them right along for \$4 or less. Certain lines of raisins, such as Malagas in 1-lb. packages, are sugared and look like last year's fruit, and many grocers would not handle them, but preferred going a little higher and getting California raisins, which turned out very satisfactory. Some currants sent in as cleaned, turned out very dirty.

Many wholesalers are cutting out a lot of accounts of the slow pay kind, like the wise gardener trimming his trees to have less fruit but of better and larger quality. It would pay many retailers to do a little trimming. There is too much reckless credit nowadays.

Sam Wilson, who made such a success of a cash store in Gananoque, has sold out to Smith Bros., and joined the

Washburn Fruit Co., of Brockville. Bright prospects are ahead for this new firm, Mr. Washburn has had twenty-two years' experience and traveled a long time for Hart & Tuckwell. Sam Wilson has been in the grocery business since he was a very young lad and when in Kingston was popular and well liked by everyone. He is bound to succeed on the road.

J. Y. Parkhill has bought the imposing Oddfellows' block and intends moving into the corner part of it. It has great cellar room. He intends putting in a large refrigerator to meet the wants of his increasing trade.

Jas. Redden & Co. have placed a bacon cutter on their counter, and they are well pleased with it.

A by-law to make better roads in Kingston is to be voted on by the electors in January. We have very bad roads and the grocers' wagons know it.

One of the nicest calendars we get every year is from D. Stratton & Co., the fish dealers. It is generally a lady's head with a "salmon" colored hat on. Capital joke, but a lot of truth in it, nevertheless.

Chas. Saunders, Princess street, has notified the people through the press that on and after January 1st he gives no more credit. There are quite a few holding back who would like to come forward and do the same thing. If the grocers would do it there would be no trouble. The shoe dealers were unanimous in adopting the cash system and they are delighted.

The calendar fiends are around already booking orders for 1909.

The chocolate and candy trade for Christmas is not much good any more for there are too many at it, fancy goods men, druggists and others. Some have a big stock left over and many things are unsaleable and expensive. Better stick to staples. We all have a weakness for buying and the drummers know how to make one feel he needs the lines he offers. Grocers should be firm. A grocer told me on the market he thought he had about \$3,000 stock, and found after taking stock he had over \$5,000. He said: "I only need \$3,000, and if I had the other \$2,000 in the bank I could sleep better and get discounts."

Good butter is scarce. Most of the product has a stable flavor or turnipy taste. I am told that even turnips won't flavor if fed at the proper time.

W. P. Wood, Livingstone avenue, has sold out to Marshall Reid, who formerly ran a grocery store, but for many years was gate-keeper at the penitentiary. He is well acquainted in the district and should get his share of the trade in good things to eat.

A stone quarry has been opened up to give employment to those who cannot

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get work. Many emigrants from old London wish they were back again. Many are receiving poor relief. They all claim to have been in good positions and were induced to come out by the Canadian agents, who told them they could pick up gold on the streets in Canada.

Two men were learning to speak French. One said, on parting, "Au reservoir." The other said, "Tanks." So good-bye for this time.

ST. CATHARINES.

Since the holiday trade has passed, at which time there were brisk sales, St. Catharines has assumed a peaceful aspect. The changeable weather, with bad and indifferent roads, has had something to do with the lull. Yet, on the whole, this town is no worse than other places.

John Parks has purchased the wholesale and retail grocery business from M. McGuire, on St. Paul street, west, and is conducting the trade on the same lines as his predecessor. Though M. McGuire & Company have disposed of their grocery business, they still continue the jobbing trade.

John McClive, late of His Majesty's customs, has branched out as a customs broker and real estate agent.

Among those who fell at the recent municipal elections, and which was not expected, was Ald. Charles A. Gibson, one of our prominent young grocers, who had been an efficient legislator during the year now closed.

William A. Sherwood was another grocer who fell in the municipal battle. This was the first time that Mr. Sherwood sought office, and, of course, his first defeat.

Ex-Ald. James T. Petrie, one of the leading grocers, concluded to offer himself as a candidate for municipal honors and was a successful winner, and heading the poll in St. George ward.

The mayoralty contest was most keenly fought, the contestants being Ald. John S. Campbell, barrister, and ex-Mayor W. B. Burgoyne, one of the Standard newspaper proprietors. Ald. Campbell was the winner, Mr. Burgoyne taking his defeat in good part.

TORONTO.

Now that the holiday rush is over, grocers have more time to "sit up and take notice." And among the many things they have made special note of is the fact that the purse strings of the consumers' pockets were not limited by the bogey of "hard times." Talk of financial stringency seems to be in high favor in certain circles, but finds little credit among Toronto's grocers. In concurrence with the reports of grocer correspondents all over the country the general opinion obtaining among grocers here bespeaks a highly satisfactory holiday season. Everyone can compare this year favorably with last year, while not a few claim increases. All lines of

fancy fruits and eatables moved freely. Collections were good, which is another evidence of the inconsistency of the "hard times" argument.

A few weeks ago considerable comment was to be heard about the numbers of unemployed in the city and some harrowing pictures of their sufferings were drawn. It is gratifying to note that recently this cry has become weak. People are getting more sane and looking to the bright side of things. The grocers of Canada may justly feel proud of themselves for their optimism and hopefulness. Being in such close touch with the general public they, no doubt, have had a far-reaching influence in passing around encouraging words.

Out along College street there are a number of as fine grocery stores as could be desired. Bright, attractive windows, with goods well displayed, evidently are recognized in their proper light as business eye-openers. Especially so was this during the holiday season, when the results of artistic windows are so much in evidence.

One window that won much admiration and praise was that of J. Hickman, 374 College street. The proprietor of this up-to-date grocery has been for years in business in Toronto. But years have not affected his ardor and, unlike some grocers who have served many years of faithful service behind the counter, he is fully alive to the times and the demands of a fastidious public. The interior fittings are attractive. Everything is spick and span and creates a good impression on entering. In addition to handling groceries, this successful grocer manufactures an enviable line of marmalade and jelly, which has captured first prizes at the National Exhibition on several occasions and which, by the way, aided considerably in the success of his Christmas window.

GALT.

Trade has brightened up considerably since the opening of the new year, and the prospects are that the end of the present year will see an advance over the previous year. The factories are receiving numbers of orders and the number of unemployed men is steadily decreasing.

For the first time in a number of years a Galt grocer takes his seat at the council board. At the municipal elections on Monday, Mr. Pat Radigan, the popular Main Street grocer, was returned at the head of the poll for Ward One, the largest and most influential ward in the town. Mr. Radigan did not seek the position, and that his election is popular was evidenced by the hearty cheering with which he was greeted when he expressed his thanks in the town hall, after the meeting. For a number of years he was a member of the Separate School Board, and successful in his own business. He should be a valuable acquisition to the town council.

Geo. B. Elliott, another grocer, made a try for the Council, and while making a good run, was a few votes short of the required number.

PRINCE ALBERT.

"The Store of Plenty" as G. C. McDonald's new store is termed is now established in new quarters. Mr. McDonald conducts a departmental business and on a cash basis. The grocery department occupies the north side and extends back forty feet, and is well equipped in every way. The fittings were supplied by the Walker Bin Store Fixture Co., of Berlin, and are most convenient. Bins of all sizes are to be seen, from the small ones for spices to the two-barrel bins for flour and sugar. They are fitted with glass fronts which show the contents of each and are balanced so that they can easily be swung over when anything in them is required. There are two tiers of these bins and above them are the shelves for canned goods, etc. There are also a number of show cases and everything is dust and mouse proof. Mr. McDonald declares that he handles the best quality and selling for cash, can give a lower price. One feature of the store which will please the farmers is that when they bring in their tutter and eggs they get cash down, and the chances are that they will leave most of it in the various departments before leaving the store.

Chapman's new cafe in the Baker block was thrown open for public inspection on Monday and found to be modern in every way. The rooms are furnished with mission furniture and a heavy cork carpet covers the floor. Near the entrance is a handsome soda fountain with mirrors and tile, and marble fittings. In the summer ice cream and sodas will be served and in the winter hot drinks. A special Christmas dinner was served, the menu being of somewhat lengthy dimensions.

Generally speaking, the volume of business done in Prince Albert this year exceeded that of last, although the Christmas trade did not come up to its usual briskness. It is the general opinion that people did not spend money so freely during the holidays as they have been in the habit of doing in previous years, although quite a trade was done in toys, bonbons and goods of a suitable nature for gifts. Things are usually quiet for the first two months of the year but merchants feel that with the moving of the wheat and the loosening of the money market business should soon pick up again.

Within two days there were three outbreaks of fire in Battleford last week. The largest fire occurred in J. R. Chisholm's lumber office. The building, valued at \$6,000 was destroyed, as well as the stock of doors, mouldings and lumber. J. Haywood had his store completely destroyed, including the contents, and several others suffered loss to some extent. The outbreaks are supposed to have been of incendiary origin and the council is making enquiries into the matter.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Advanced.
Flour—Higher.

Montreal, Thursday, Jan. 9th.

Business put through last week was fair but trade has been somewhat quiet in most cases. At present writing, however, trade is picking up. Prices are firmly held on all staple lines. The market is considered to be in a very healthy condition. Sugar advanced 10 points within the week. The market is very firm but some jobbers are expecting a higher tendency.

The market for butter, cheese and eggs is strong at advanced price. The demand for these lines is fairly brisk.

TEA—At the present writing the demand for tea is quiet. Prices remain stiff.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—1 rok-n Orange Pekoe	0 20	0 35
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEES—Trade is very quiet in all lines of coffees. Mild coffees are getting more scarce and prices are advancing.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 18	0 29
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SUGAR—The sugar market is very strong, both raw and refined. Friday the 3rd sugar advanced 10 points. At present there is a good demand.

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

SYRUPS AND MOLASSES—Stationary prices prevail. There is a satisfactory demand for syrups and molasses according to the season.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31	0 33
" in half-barrels	0 34	
" fancy	0 32	0 33
" extra fancy	0 35	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 08	0 08
" 1-bbls	0 03	0 03
" 3/4 lb pails	1 75	
" 25 lb tails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 5-lb. " 1 doz	2 75	
" 10-lb. " 1 doz	2 65	
" 20-lb. " 1 doz	2 60	

MAPLE PRODUCTS—Business continues quiet at normal prices.

Pure maple syrup, bulk, per lb. 0 07 0 08
Compound maple syrup, per lb. 0 04 0 05
Pure Townships sugar, per lb. 0 08 0 09

DRIED FRUITS—Prices remain stationary with a very fair demand especially for prunes and valencia raisins. The activity, however, is not confined altogether to these two lines.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" cleaned	0 06	0 07
" in 1-lb cartons	0 05	0 07
Finest Vostizzas " boxes	0 05	0 09
Amalias " "	0 08	0 08
" 1 lb. packages	0 08	
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
" 1-lb cartons	0 10	0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 08	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers, " "	0 05	0 07
Dates—		
Hallowees, per lb	0 05	
Sairs, per lb.	0 04	0 04
Packages	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, " "	0 18	
Pears, " "	0 18	
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters "	3 00	
" Royal Buckingham Clusters, 1/2-box	1 00	
" " " boxes	1 37	
" Excelsior Window Clusters " 1/2	4 50	
" " " "	5 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 12	0 12
Choice seeded, 1-lb. pkgs	0 12	0 12
Loose muscatels 3 crown	0 10	0 10
" 4 crown	0 11	0 11
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 11	
" " " 40-50s	0 10	
" " " 50-60s	0 10	
" " " 60-70s	0 09	
" " " 0-0s	0 08	
" " " 90-100s	0 08	

SPICES—The market is very quiet. Business limited. Prices unchanged.

Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochon	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—The rice market remains unchanged. There is an official report to the effect that the Bengal crop will be some 3,000,000 tons short of last year. The demand is quiet. Tapioca is a little firmer in the primary markets. Locally, prices remain unchanged with demand quiet.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice, in less than 10 bag lots	3 10
Tapioca, medium pearl	0 6 0 07

EVAPORATED APPLES—No change in prices. Market is very quiet.

BEANS—There is very little doing in this line. Staple goods during the holiday season are always more or less neglected at this time.

Choice prime beans 1 90

RAW FURS—Prices remain unchanged. The market has a decided tendency to decline. Under present conditions it is hard to tell what the future will bring forth.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	80 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—The demand for canned fruits is fair; moderate on vegetables. Sardines and salmon are picking up and are in good demand. Other lines are featureless.

TORONTO—The majority of wholesale houses report business better than it has been for several weeks. This demand extends to practically all lines. The Canadian canners have distributed among their customers this week a letter giving a review of the situation. Statistics taken from a couple of American journals regarding the aggregate pack in 1907 was 205,000 cases less than in 1906, a decrease of 21.5 per cent. In 2's corn the pack was 100,000 cases less, a decrease of 21.5 per cent, and the pack of peas is 50,000 cases less or 14.0 per cent. These figures, it says, correspond closely with their own estimates, and it seems probable that before the end of the season there will be more or less of a shortage in all these lines.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

		Group No. 1	Group No. 2
FRUITS.			
Apples, standard, 3's	1 20	1 17	
" preserved, 3's	1 42	1 40	
" standard, gal	3 27	3 25	
" preserved, gal	3 71	3 95	
Blueberries—			
2's, standard	1 17	1 15	
2's, preserved	1 67	1 65	
Gals., standard	5 17	5 15	
Grapes—			
2's Preserved	1 52	1 50	
Gals Standard	3 77	3 75	
Cherries—			
2's, red, pitted	2 27	2 25	
2's, " not pitted	1 77	1 75	
Gals., red pitted	8 90	8 90	
" not pitted	7 40	7 40	
2's, black, pitted	2 27	2 25	
2's, " not pitted	1 77	1 75	
2's, white, pitted	1 42	1 40	
2's, " not pitted	1 92	1 90	
Currants—			
Gals., red, solid pack	7 65		
Gals., red, standard	5 40		
2's, red preserved	2 12	2 10	
2's, red, H.S.	1 92	1 90	
2's, black, H.S.	2 02	2 00	
2's, black, preserved	2 25	2 22	
Gals., black, standard	5 90		
Gals. " solid pack	8 40		
Gooseberries—			
2's, H.S.	2 27	2 25	
2's, preserved	2 50	2 47	
Gals., standard	6 75		
Gals., solid pack	8 75		
Lawtonberries—			
2's, H.S.	2 27	2 25	
2's, preserved	2 52	2 50	
Gals. standard	7 77	7 75	
Peaches—			
1's, yellow (flats)	2 17	2 15	
2's, yellow	2 37	2 35	
2's, yellow	3 37	3 25	
3's, yellow	3 52	3 50	
3's, yellow (whole)	3 08	3 00	

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1866	1832	1867
1816	829	846
824		851

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7 1/2 1 65
7 1/2 5 15

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7 1/2 3 75

7 1/2 2 25
7 1/2 1 75
8 90
7 40
7 1/2 2 25
7 1/2 1 75
2 1/2 2 40
2 1/2 1 90

7 65
5 40
2 10
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2 22 1/2
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52 2 50
7 75

1 75 2 15
3 75 2 35
2 75 3 25
6 2 3 80
0 2 3 00

THE CANADIAN GROCER

2s, white	2 32	2 33
2 1/2s, white	3 22	3 20
3s, white	3 57	3 55
3s, pie peeled	2 24	2 00
3s, not peeled	1 77	1 75
Gal., pie, peeled	7 52	7 52
Gal., pie, not peeled	5 52	5 50
Pears—		
2s, Flemish Beauty	1 52	1 90
2 1/2s, Flemish Beauty	2 27	2 25
3s, Flemish Beauty	2 42	2 40
2s, Bartlett	2 12	2 10
2 1/2s, Bartlett	2 47	2 45
3s, Bartlett	2 52	2 50
3s, pie	1 47	1 45
Gal., pie, peeled	4 52	4 50
Gal., pie, not peeled	3 77	3 75
2s, light syrups	1 45	1 45
3s	1 95	1 95
Pineapple—		
2s, sliced	2 02	2 00
2s, grated	2 12	2 10
Pure maple syrup, bulk, per lb.	0 66	0 07
Compound maple syrup, per lb.	0 14	0 05
Pure Townships sugar, per lb.	0 08	0 09
2 1/2s, whole	2 82	2 80
Florida 2s, sliced or grated	2 60	2 60
Singapore, 1 1/2s, sliced	1 50	1 50
2 1/2s, whole	2 30	2 30
Plums, Damson—		
2s, light syrup	1 20	1 17 1/2
3s, light syrup	1 72	1 70
2s, heavy syrup	1 35	1 32 1/2
2 1/2s, heavy syrup	1 67	1 65
3s, heavy syrup	1 97	1 95
Gal., standard	3 37	3 35
Plums, Lombard—		
2s, light syrup	1 37	1 35
3s, light syrup	1 75	1 72 1/2
2s, heavy syrup	1 47	1 45
2 1/2s, heavy syrup	1 72	1 55
3s, heavy syrup	1 97	1 50
Gal., standard	3 57	3 79
Plums, greengage—		
2s, light syrup	1 30	1 27 1/2
2s, heavy syrup	1 57	1 55
2 1/2s, heavy syrup	1 72	1 70
3s, heavy syrup	2 00	1 97 1/2
Gal., standard	3 87	3 85
Plums, egg—		
2s, heavy syrup	1 72	1 70
2 1/2s, heavy syrup	2 00	1 97 1/2
3s, heavy syrup	2 32	2 30
Rhubarb—		
2s, preserved	1 77	1 75
3s	2 52	2 50
Gal., standard	3 52	3 50
Raspberries, Red—		
2s, L. S. (Shafferberries)	2 12	2 10
2s, H. S.	2 22	2 25
2s, preserved	2 52	2 50
Gals., standard	7 77	7 75
solid pack	10 52	10 50
Raspberries, Black—		
2s, black, H. S.	2 27	2 25
2s, preserved	2 52	2 50
Gals., standard	7 77	7 75
solid pack	10 52	10 50
Strawberries—		
2s, heavy syrup	2 27	2 25
2s, preserved	2 52	2 50
Gals., standard	7 77	7 75
Gals., solid pack	10 52	10 50
VEGETABLE		
Asparagus—		
2 1/2s, tips, California	3 77	3 75
2s, Canadian	2 80	2 77 1/2
Beets—		
2s, sliced, sugar and blood red	1 10	1 10
3s, whole	1 35	1 35
3s, sliced	1 35	1 35
3s, whole	1 25	1 25
Beans—		
Fancy brands	1 32	1 30
2s, golden wax	0 92	0 90
3s	1 37	1 35
Gals.	4 02 1/2	4 00
2s, refugee or valentine (green)	0 92	0 90
2s, crystal wax	1 02	1 00
Red kidney, 2s	1 17	1 05
Lima 2s	1 32	1 30
Corn—		
2s	0 97	0 95
Gal., on cob	4 90	4 90
Carrots—		
2s	0 97 1/2	0 95
3s	1 07 1/2	1 05
Turnips—		
3s	1 07 1/2	1 05
Cabbage—		
3s	0 92 1/2	0 90
Cauliflower—		
2s	1 47 1/2	1 45
3s	1 87 1/2	1 85
Succotash—		
2s	1 27	1 25
Parsnips—		
2s	0 97 1/2	0 95
3s	1 07 1/2	1 05
Peas—		
1s, extra fine sifted	1 07	1 05
2s, standard	0 92	0 90
2s, early June	1 02	1 00
2s, sweet wrinkled	1 07	1 05
2s, extra fine sifted	1 37	1 35
Gals., No. 4	3 72	3 70
Pumpkins, 3s	0 95	0 92 1/2
Gal.	3 03	3 00

Spinach—		
2s	1 52	1 50
3s	2 02	2 00
Gals.	5 17	5 15
Squash—		
3s	1 20	1 17 1/2
Gal.	3 52	3 50
Tomatoes—		
2s	1 07	1 05
3s, all kinds	1 27	1 25
Gals., all kinds	3 77 1/2	3 75
Baked Beans—		
		Per doz.
1s, baked beans, plain, 4 doz		\$0 50
1s, " in tomato sauce, 4 doz		0 50
1s, " in chili sauce, 4 doz		0 50
2s, " plain		0 30
2s, " in tomato sauce		0 30
3s, " in Chili sauce		0 30
3s, " plain		1 00
3s, " in tomato sauce		1 00
3s, " in Chili sauce		1 00
Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe, Clark's, etc.		
Catsup—		
2s, tomato catsup, tins, Red Cross	0 75	0 75
2s, " " " " " " " " " "	0 85	0 85
Gal., " " " " " " " " " "	5 00	5 00
Gals., " " " " " " " " " "	5 50	5 50
Gal., " " " " " " " " " "	4 50	4 50
Gal., " " " " " " " " " "	0 45	0 45
Gal., " " " " " " " " " "	8 00	8 00
Gal., " " " " " " " " " "	1 00	1 00
1/2 pts, " " " " " " " " " "	1 00	1 00
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Pts., " " " " " " " " " "	1 50	1 50
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ONTARIO MARKETS.

POINTERS—
Sugar—Advanced 10 cents.
Beans—Firm.
Cranberries—Declined.
Collections—Fair.

Toronto, Jan. 9, 1908.

As predicted in recent issues, business at the first of the new year has opened well. Wholesalers generally are quite enthusiastic this week over the orders coming in and regarding the outlook. A good many firms sent their travelers out immediately after New Year's Day and the business they brought in was in a good many cases surprising. The retailers seem to have bought on a hand-to-mouth policy during November and December and after the large holiday business which was done everywhere their stocks seem to be pretty low.

The financial side of the business also seems pretty satisfactory. Collections are good, so most of the houses report, and renewals have scarcely been requested at all during the last week.

The retailers seem to be recovering quite rapidly from the feeling of any impending financial difficulty and there seems to be every indication that there will be no bugbear to interfere with business during the year just opened.

The feature of the week has been the 10 cent advance in sugar, which is general, and appears to be a movement of sympathy with the American markets. Beans and evaporated apples are higher. Butter and eggs are firmer and cranberries, which have been exceedingly high since the season opened, have dropped from 50 cents to \$1 per barrel.

TEAS—The local market continues quiet at the prevailing high prices.

Late advices from London, reviewing the situation, say:

"The average price of tea in 1907 was the highest since 1899. At first sight this would seem to imply good results for all producers, but this is not necessarily the case, because one of the chief features of the past year was the high price ruling for common grades. Un-

doubtedly gardens with this class of tea should be prospering, but as the price of medium kinds was unduly depressed, estates producing such teas will not do proportionately so well.

"Taking the industry as a whole, there seems every probability that the depression, which has ruled for many years, has at length passed away, for production has shown little increase during the past twelve months, while consumption, both at home and abroad, has materially increased, and very little additional land is being placed under tea cultivation."

Gow, Wilson & Stanton, in their last return, give some interesting figures in regard to production in the world's markets. They say:

"The output in India for the current season is likely to be rather below last year, while there has been an increase from Ceylon, the total from the two countries being about 417,909,335 lbs., while the year's consumption was about 422,637,000 lbs.

"Indian—The quality, although fully up to average, has not been as good as in 1906, when the crop from Assam was particularly good. Darjeeling flavor was not equal to that of last year. Dooars was hardly up to 1906, while Cachar and Sylhet have probably been rather better. Travancore should have done fairly well. The average price of Indian tea during 1907 was 8.32d., against 7.48d. in 1906, and 7.80d. in 1905; from 1st July to 31st December 1907, 8.34d. against 7.95d. in 1906 and 7.80d. in 1905.

"Ceylon—The quality has not shown material change, being of a satisfactory nature. Some of the higher grown estates have as usual given nice, flavory teas, while those in the low country appear to have derived benefit from the higher cultivation of recent years. Average price for 1907 8.00d. against 7.19d. in 1906 and 6.99d. in 1905, and from 1st July to end of December 7.91d., against 7.34d. in 1906 and 7.20d. in 1905.

"Natal—Another feature of the past year was the quantity of Natal tea sold in London. This is doubtless to some extent owing to the higher prices obtainable for this class of tea.

"Green Tea—Both India and Ceylon continue to manufacture this, but not upon the scale of some four or five years ago. The total exported from India during the year was about 1,500,000 lbs., and from Ceylon 5,250,000 lbs.

"Java—The output continues to increase and appears likely to show further advances during the next few years. Tea exported in 1906 was 27,760,000 lbs. The tendency of the quality has been towards improvement, owing to the number of gardens planted with Indian seed. These teas are now largely used in home consumption. Average price during 1907 7.37d., 1906, 6.00d. and 1905 5.70d.

COFFEE—Business locally is quiet at steady prices. In regard to the general situation Willett & Gray, in their weekly review, say:

"The speculative markets have ruled steady, but in consequence of the holidays the business done of late was unimportant. In the actual market, however, quite considerable transactions have been put through by some of the larger houses in the trade, who not only wish to be provided for the improvement in business, but appear to attach

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Quater "
Palls, 35
" 25
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Gallons, 8
" 12

Choicest Cured Meats AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

Mild Cured Ham	Rolled Bacon
Boneless Prepared Bacon	Pure Lard
Skinned Boneless Backs	Lard Compound
Finest Baker's Shortening, etc.	

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

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

CHEESE

We can interest you in this line. Note the markets and see how prices are advancing. We would not advise buying on speculation, but you cannot do better than buy now for what you may require. Our stock includes White and Colored Canadians, both in large and twin sizes. Canadian and English Stiltons, in prime condition. Limburger, both imported and domestic.

Our travellers start out this week. We shall be pleased to have you book sample orders with them.

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

At Breakfast Time

many a man is liable to be irritable. If his ham or bacon hasn't got just the tenderness and flavor it ought to have, he tells his wife not to get any more of "this stuff" but to try "another grocer." A case of the sins of the packer being visited on the grocer. However, it shows you can't be too particular about the brand you handle. It's a wise grocer who handles



HAM AND BACON

It is the brand which never fails to please.

We have no retail stores.

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

Provisions of Purity

are necessary in these days of pure food agitations. You make no mistake when you go to your customers with the "purity" argument. The best argument of the quality which can be attained by provisions is to sell your customer

Ryan Brand Provisions

They are convincing proof of the deliciousness of purity. The government food inspector has declared Ryan Brand to be perfectly pure.

Write Now for Prices!

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

Both gradual last tw a furth cheese arily of ket is plied. are low of the land t middle ceeding) Receiv ed to 1.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Both cheese and butter have been gradually growing firmer during the last two weeks and this week has seen a further appreciation. In regard to cheese this seems to be the result primarily of the fact that the Canadian market is known to be none too well supplied. It is readily admitted that stocks are low and with this and the estimates of the lower than usual make in England the situation, just now, in the middle of the winter, with receipts exceedingly light, is rather precarious.

Receipts of cheese last week amounted to 127 boxes, as against 256 boxes in

the corresponding week a year ago. Total receipts for season May 1st, 1907, to 4th January, 1908, were 2,052,978 boxes, against 2,347,720 for the same period a year previous.

The receipts of butter for the week ending Jan. 4, 1908, were 976 packages, in comparison with 1,857 a year ago. Total receipts for season, May 1st to Jan. 4, 1908, were 405,906, as against 600,521 during the same period last year.

Creamery is quoted about 2c above last week's prices. Dairy is somewhat more plentiful and has advanced a cent.

THE PROVISION SITUATION

The dullness in the Canadian hog markets still continues, though the situation is slightly better than at last report. Notwithstanding the fact that prices offered have been gradually climbing up the farmers still seem to be indifferent as to selling their hogs and deliveries have been exceedingly light.

Prices offered in Ontario are much in advance of those in the United States where deliveries even at the lower levels are quite free. "Why," said a large local packer to The Grocer yesterday, "if this condition of affairs keeps on here the American packers will be dumping hogs in here on us before we know what we are doing." The situation is very peculiar but will probably be relieved shortly.

The British market is still depressed and is about on the same basis as during the last two or three weeks. The Danes still keep shipping about the usual supplies, last week's killings being about 35,000.

Prices offered for hogs locally are as follows: F.O.B. country points, \$5.50 to \$5.60; fed and watered, \$5.75, and off cars at factory, \$5.90 to \$6.

The American situation is summed up by the New York Journal of Commerce as follows.

"The past week has witnessed increased activity in future hog products on increased receipts of hogs. Packers have been free sellers of products, without apparently raiding the market to break hogs further, the present basis of prices seeming to be acceptable to both farmers and packers. Stocks of lard decreased sharply during the month, but there was only a small falling off in pork and a sharp gain in meats of all kinds. Home consumption has been reduced by the late panic, while the cash trade are carrying no stock beyond immediate wants. There has been some improvement in the demand for domestic cuts of meats since the new year, as stocks had been nearly exhausted previously

and there is a better jobbing demand and packers are holding prices more steadily than for the last few weeks, but they have not recovered from the recent decline. Exporters have taken a little city lard and some beef, but otherwise have done very little."

MONTREAL.

PROVISIONS—There is a fair demand for pure lard, with very little excitement in compound. Pork, hams and bacon in bbls. are somewhat neglected. Prices remain unchanged.

Lard, pure, tierces	0 11 1/2	0 12 1/2
" " 56-lb. tubs	0 12 1/2	0 12 1/2
" " 20-lb. pails, wood	0 12 1/2	0 13
" " cases, 10-lb. tins, 50 lbs. in case	0 12 1/2	0 13
" " 5-lb.	0 12 1/2	0 13
" " 3-lb.	0 12 1/2	0 13
Lard, compound, tierces, per lb.	0 09 1/2	0 10 1/2
" " tubs	0 09 1/2	0 11 1/2
" " 20-lb. pails, wood	0 10	0 10 1/2
" " 20-lb. pails, tin	0 09 1/2	0 10 1/2
" " cases, 10-lb. tins, 50 lbs. in case	0 09 1/2	0 11 1/2
" " 5-lb.	0 09 1/2	0 11 1/2
" " 3-lb.	0 10	0 11 1/2
Wood, net; tin packages, gross weight	21 50	22 00
Canadian short cut mess pork	21 00	22 00
American fat back	23 01	
Breakfast bacon, per lb.	0 13 1/2	0 16
Hams	0 12	0 15 1/2
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Fresh roll butter is scarce. Market is very firm. Stocks of creamery butter are being reduced very fast. The make of winter creamery is limited and this caused the advance in price of from 1 to 2 cents over figures ruling one week ago.

Creamery, fall make, boxes	0 29	0 30
Creamery, winter make, boxes	0 28	0 29
Dairy, tubs	0 23	0 25
Fresh large rolls	0 21	0 24 1/2

CHEESE—The cheese market is steadily growing firmer. Stocks are light. Tuesday's price over cable is 63s. 6d. to 64s.

Cheese, old	0 15 1/2	0 16 1/2
" " new, large	0 13 1/2	0 14
" " twins	0 14	

EGGS—The market for eggs is decidedly firmer. Stocks of storage eggs are fast being reduced as there are scarcely any new laid eggs on the market. A few weeks ago when prices were low in the United States there were rumors to the effect that several

cars were to be imported but the market there has again advanced considerably and this together with the quality of American stock, will prohibit any importation.

New laid	0 35	0 40
No. 1 candled	0 25	0 22
Selected cold storage	0 26	0 27
Picked	0 21	0 22

HONEY—The honey market is featureless. Prices remain unchanged.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08 1/2
Clover, strained, bulk	0 10	0 11

POULTRY—There is a good demand for poultry, particularly fresh killed, unfrozen poultry.

Turkey, per lb.	0 13	0 14
Chickens and fowls, lb.	0 07	0 09 1/2
Geese	0 08 1/2	0 09 1/2
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The market continues dull. Demand is slow on the whole. Prices rule about the same. Lard is steady. No brisk business is being reported. This is natural on account of the season. Some activity is noticeable in beef products.

Long clear bacon, per lb.	0 10 1/2	0 11
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 10 1/2	0 11
Small hams, per lb.	0 14 1/2	0 15
Medium hams, per lb.	0 13 1/2	0 14 1/2
Large hams, per lb.	0 13	0 13 1/2
Shoulder hams, per lb.	0 10	0 10 1/2
Bacon, plain, per lb.	0 16 1/2	
" " pea meal	0 17	
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11 1/2	
" " tubs	0 12	
" " pails	0 12	0 12 1/2
" " compounds, per lb.	0 09 1/2	
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
" " front quarters	4 00	5 00
" " choice carcasses	7 50	8 00
" " common	4 50	5 50
Mutton	0 07	0 08 1/2
Lamb	0 08	0 09 1/2
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—A firmer feeling is in evidence. Creamery is scarce and is selling higher at an advance of 1 and 2 cents. Dairy is plentiful and remains unchanged.

	Per lb.
Creamery prints	0 29 0 32
Creamery solids	0 28 0 29
Dairy prints, choice	0 26 0 27
" " ordinary	0 22 0 24
" " tubs, choice	0 22 0 24
" " tubs, ordinary	0 23 0 22
Baker's butter	0 20 0 21

EGGS—A much firmer market is reported this week. Storage eggs are becoming scarce. New laid eggs are not arriving in sufficient quantities to offset the reduction in storage. There is some talk of American eggs being brought over but it is hardly probable that such an undertaking would prove profitable. Selects have advanced a point.

Eggs, candled	0 22	0 22
" " selects	0 26	0 27
" " hatched	0 22	

CHEESE—Firmer prices may be looked for. Supplies are short. The demand is somewhat better.

Cheese, large	0 13	0 13 1/2
" " twins	0 13 1/2	0 12 1/2

HONEY—No improvement has hap-

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

WE BUY FEATHERS
 All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.
P. POULIN & CO.
 36-39 BOUSECOURS MARKET, MONTREAL

SALT
 Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
 125 Adelaide Street E., Toronto

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

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

ORDER NOW
Butter
Tubs
Boxes and Paper
 Best Goods, Prompt Shipment
 Prices Right
WALTER WOODS & CO.
 Hamilton and Winnipeg

pened. The market is dead. Prices are unchanged.

Honey, strained, 40 lb tins	0 12	0 13
" " 10 lb tins	0 12 1/2	0 13 1/2
" " 5 lb tins	0 13	0 13
" in the comb, per doz.	3 50	3 00
Buckwheat honey, per lb.	0 8	0 10
in comb, per doz	1 25	1 50

POULTRY—There is a market shortage of all kinds of fresh fowl. Very few live fowl are arriving. Turkeys are especially scarce. Prices have advanced several points all round for good quality big prices can be easily obtained.

Live Weight.		
Spring chickens, per lb.	0 10	0 10
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 11
Turkeys	0 10	0 12
Dressed weight.		
Spring chickens, per lb.	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 11
Turkeys	0 13	0 18
Squabs, per doz	2 50	

LONDON CORRESPONDENCE.

The chief event of the week in the grocery trade is the advance of ten cents in sugars. Coffees are also a little higher and the prices of teas are fully maintained. In other staples there is very little change.

Wholesalers who have figured up business of the past year express themselves as most gratified with the showing, increases being general. One firm offered a gold watch to the traveler bringing in the most orders during the year and the result of the competition that ensued is seen in a most substantial increase all round. Travelers are all out on the road again after the holidays, and every one of them is optimistic as to the outlook. Collections are fairly good.

The two big grocery manufacturing concerns appear to be flourishing as never before. Gorman, Eckert & Co., in their new and larger premises, find increased business equal to their enlarged facilities and should they outgrow them they will be equal to all emergencies. The London Spice and Grocery Company is another concern that has had a good year, their sales having been some ten per cent. in excess of last year. They, too, regard the outlook as bright; in fact, throughout the trade here the feeling is one of optimism.

The assignment is announced of R. J. O'Neil, grocer, West London. The evident cause is that there were too many in the business in the former suburb. There are still four grocery stores over there and enough to meet all needs.

The chief business to come before the Retail Grocers' Association at the regular meeting on Wednesday night is the proposal to admit travelers to membership and the annual banquet. Regarding the former there seems, as

far as can be learned, no objection to taking in the men with the grips. As for the banquet it is proposed to make it a big affair, and a strong committee of arrangements will be appointed. The function will likely take place before the snow leaves.

There does not appear to be the amount of fresh sea fish in the stores that has been seen in other winters. Ordinarily at this season of the year, fresh cod, sea herring, etc., are easily obtained; this year people have to be satisfied with haddies and canned goods. The latter, for some reason or other, appear to have lost favor and sell very slowly, so that the haddie has the call. The mild weather is given as the reason for the scarcity of fresh sea fish.

The London branch of the Ontario Vegetable Growers' Association held its annual meeting on Saturday afternoon. It was decided to hold a series of educational meetings throughout the winter, at which speeches will be delivered by government officials and others.

WILL THEY PAY IN SUGAR?

Peculiar Situation Among Beet Growers in Ontario.

The growers of sugar beets in Ontario county are facing a queer situation. A rather fair acreage was sown last year and the beets shipped to the Berlin factory in good order. No returns were got from the company as yet, and the latest reports are that the farmers will have to take their pay out in sugar. The company claims that sales are dull and that the banks will not advance on the sugar.

This means much to many tenant farmers, who have been expecting to pay their rents and fall expenses with these returns. Other farmers have gone extensively into the growing of beets, and they feel the inconvenience great. One person, near Pickering, has about \$700 coming to him, and if this has to be paid in sugar, it would mean a great inconvenience and loss.

Many questions are being asked by farmers as to the legality of the thing. Will the farmers have to accept the sugar or nothing?

BUSINESS IS BUSINESS.

Chicago News:—"You butchers certainly have a snap," remarked the grocer.

"How do you figure that out?" queried the man behind the meat block.

"Why," answered the grocer, "you weigh the bones with the meat and charge meat prices for them."

"Well," rejoined the butcher, "I don't see where I get the bulge on you. When you sell cheese don't you weigh the holes and get cheese prices for them?"

C. L. Nicholson, general merchant, of Riceville, Ont., has assigned.

The grocery store of S. M. Fleet, Ingersoll, was damaged by fire last week.

CLARK'S Canned Meats

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

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

Clark's Canned Meats

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

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

A LITTLE Better Than Other Brands THE CHEAPEST BACON

on the market.

Consistent with Price.

If you stock

O'MARA'S BACON

You are assuring Prosperity in

THE NEW YEAR.

JOSEPH O'MARA

PALMERSTON, - ONTARIO

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

By Royal Warrant To H. M. King
Purveyors Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses throughout Canada

DEATH OF TORONTO WHOLE-SALER.

Wm. Scott, of Scott Bros., Grocers, Passed Away Last Week.

On Thursday, January 2nd, death claimed another victim in the person of William Scott, of Scott Bros., wholesale grocers, Toronto. A few days previous he had been at his usual work when he was attacked with pneumonia and passed away suddenly. His death removes a prominent figure in business life.

For forty years Mr. Scott has been in close touch with the grocery and provision trade of Toronto. He was first associated with Thos. Davidson in the produce business and also in the manufacture of soap on Front St. east under the name of Davidson & Scott, and after the death of the former he continued in partnership with Wm. Davidson. Eventually he established the wholesale grocery firm of Scott Bros. and continued as head of the firm until his death. Mr. Scott leaves a widow and three sons.

A BARGAIN IN TEAS.

Before moving, the firm of Laporte, Martin & Co., Limited, in order to reduce cartage and storage expenses, have decided to let the retail trade have the benefit of a notable reduction in the price of its teas and other merchandise, which will be advertised in succession in this paper.



Fussell's

GREEN BUTTERFLY BRAND

Fresh Cow's Milk

IN STERILIZED TINS

Recently Analysed, gave - - - **3.71%** Cream.

A DUTCH Milk shewed - - - 2.3 % "

A GERMAN Milk produced - 2.6 % "

The Recognised MINIMUM is - 3 % "

Insist, therefore, on Fussell's Norwegian Milk.

Pint Tins and "Traveller's" size (one-man rations).

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

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

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

Blended Flour gives the best results. This is a fact which has been scientifically proved. It is also a fact that the best blended flour on the market is

B U D A

"The Flour of Quality"

Although the quality of Buda Flour is the very acme of Perfection, it is not prohibitive in price. The price, like the quality, is "Right." Why not join the ever-growing army of successful grocers who handle Buda Flour? Write to-day for our lowest prices.


J. B. HARTY

PICTOU, N. S.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



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

It pays you to pay for quality.

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

PURITY

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CEREAL MARKETS FIRMER

Flour Markets Very Strong With Some Advances—Cereals Recovering After Holiday Dullness—Inspections Continue Large.

The markets generally are recovering more or less rapidly from the dullness experienced during the holiday season. Grain of all kinds has advanced slightly and the flour markets have recovered very rapidly and at time of writing are exceedingly strong. Prices have advanced at Montreal and eastern points but Ontario as yet continues on the old basis, though it may follow suit at any time.

Wheat inspections at Winnipeg on Monday were as follows: No. 1 northern, 6 cars; No. 2 northern, 11 cars; No. 3 northern, 46 cars; No. 4, 34 cars; No. 5, 39 cars; No. 6, 29 cars; winter wheat, 19 cars; other grades, 86 cars. The receipts were 270 cars, as against 256 last year. Other receipts were: Oats, 52 cars; barley, 7 cars, and flax, 16 cars.

The visible supply of wheat in Canada in passage between Toronto and Winnipeg and to the United States increased 1,820,000 bushels, compared with an increase of 1,041,000 in the corresponding week of 1907. Corn increased 994,000 bushels, compared with an increase of 1,204,000 a year ago. Oats increased 904,000 bushels. The supply of wheat at elevators in the two countries now is estimated at 48,481,000 bushels more than in 1907.

World's shipments during the week were approximately 7,963,000 bushels, compared with 8,680,000 bushels last week and 9,312,000 a year ago. With the exception of Russia, all of the various countries reported decreases. There were again no shipments from India.

Wheat on passage to Europe decreased 144,000 bushels, while corn increased 566,000 bushels.

The expansion in the milling industry in Western Canada during 1907 was remarkable, and if it continues to develop at a similar rate during the next few years, the West will receive a double return on a large portion of its wheat crop. No less than 13,600 barrels have been added to the daily capacity of mills west of the great lakes, an increase of about 40 per cent. The daily out-turn of flour now amounts to 46,222 barrels, compared with 32,677 barrels a year ago.

MONTREAL.

FLOUR—The flour market is very strong in tone. The Ogilvey Co., Montreal, made an advance of 15 cents per bbl. on Monday, Jan. 6th. Good local demand.

Winter wheat patents.....	5 50
Straight rollers.....	4 70
Extra.....	4 60
Royal Household.....	6 25
Glensora.....	6 25
Manitoba spring wheat patents.....	6 25
" strong bakers.....	6 55
Five Roses.....	6 10

ROLLED OATS—Rolled oats con-

tinue fairly active. The market is steady. Prices remain unchanged.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Gold dust cornmeal, 96-lb bags.....	2 25
White cornmeal.....	1 85
Rolled oats, 90-lb. bags.....	2 90
" 80-lb. bags.....	2 75
" bbls.....	6 10

FEED—Feed is quiet and steady with a fair demand. Manitoba shorts lower.

Ontario bran.....	22 00	23 00
Ontario shorts.....	24 00	25 00
Manitoba shorts.....	23 00	24 00
Manitoba bran.....	22 00	
Mouillie, milled.....	26 00	31 00
" straight graded.....	27 00	33 00
Feed flour.....	1 50	1 70

TORONTO.

FLOUR—The market is very strong, and has improved considerably in tone since last week. As a result of local conditions, however, prices have not yet advanced, though advances have been made locally in wheat, and in flour at other Canadian points.

Manitoba Wheat.

60 per cent. patents.....	5 40	5 60
85.....	5 15	5 25
Strong bakers.....	5 10	5 15

Winter Wheat.

Straight roller.....	4 90	5 10
Patents.....	5 10	5 40
Blended.....	5 25	5 30

CEREALS—Business continues dull at old prices with supplies quite large enough for the demand. The situation is due to improve, however, in a short time.

Rolled wheat in barrels, 100 lbs.....	3 00	3 15
Rolled oats, in wood, per bbl.....		6 65
" in bags, per bag 90 lbs.....	3 00	3 20
Oatmeal, standard and granulated, per bbl.....		6 65
" in bags, 96 lbs.....		3 40

SEIZED HAMILTON TEA.

United States Government Brings Action to Confiscate Large Shipment.

Recent news advice from Buffalo note that the United States Government has brought action in the United States District Court there to have declared forfeited thirty-one and a half cases of Ceylon tea seized at that port on May 14th last by Collector of Customs, Murray. The tea was brought into the country from Hamilton, Ont., by the firm of Balfour & McLaren.

It is claimed by the Government that the tea was first landed at New York in 1906, and because it was inferior in purity and fitness for consumption was rejected by the United States Board of General Appraisers and exported out of the United States to Canada. The Government alleges that this was an attempt to reimport the tea into this country after it had been condemned.

ON TOP



There is no doubt of the fact that

Mooney's Perfection Cream Sodas

are at the top of the trade. More grocers stock them than stock the other kind, for the simple reason that there is more money in so doing.

Mooney's Perfection Cream Sodas make the customer wish for more, because they are so crisp and delicious. Every cracker in the package is the same—perfect.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'S POWDERED INSTANT GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

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

THE CANADIAN GROCER

DEATH OF DR. F. J. SMALE.

Assistant General Manager of Davies Co. Succumbs to Operation.

The news of the death of Dr. F. J. Smale, assistant general manager of the William Davies Co., Toronto, on Friday, Jan. 3, was received with regret, not only by his associates and friends in the provision trade but also by a large circle of Toronto citizens.

Dr. Smale had been in poor health for some time and was forced a couple of months ago to leave business for, as was expected then, a short period. Six weeks ago he underwent an operation in Toronto but this not proving successful, he was taken about two weeks ago to a specialists' hospital at Rochester, Minnesota, and as a result of a second operation there he died on Friday, Jan. 3rd.

Dr. Smale was well and most favorably known among members of the packing trade. After an excellent education with scholarships which afforded him opportunities for technical work in Germany, he was employed for some years as lecturer in chemistry on the staff of the University of Toronto. Seven years ago he entered business life, beginning as chemist in the employ of the Wm. Davies Co. Here his talents and striking personality at once made a success and he was later promoted to the position of assistant general manager.

Outside of business Dr. Smale's admirable qualities gained him the regard

of all who knew him. He was a man of sterling principle and this with a brilliant mind made up a most striking personality. He leaves a widow and four small children.

The funeral was held on Monday afternoon from the family residence, 76 Glen Road.

A BOOKLET ABOUT CREAM.

The Canadian Grocer has received from Fussell & Co., the manufacturers of the "Butterfly" brand of cream and canned milks, an interesting little booklet entitled "All About Cream and 70 Useful Recipes."

This is a neat little brochure, printed in red and black, with an attractive pale blue and gold cover. The earlier pages are devoted to a chat about cream, wherein it is claimed that the "Golden Butterfly" brand of cream is not in any way a substitute, but the genuine article, put up fresh and mechanically treated in sterilized tins. Not only can it be used for every purpose to which fresh dairy cream is put, but it is stated that it constitutes an excellent infants' and invalids' food. There is a couple of pages of testimonials from the press and other sources, followed by seventy recipes, demonstrating how Fussell's Pure Thick Cream can be used with sweets, soups, fish, savouries, etc. The latter part of the booklet deals with Fussell's "Green," "White," "Silver" and "Red Butterfly" brands of natural, cream, evaporated and condensed milks. Copies of this booklet for distribution

may be had on application to the firm's headquarters, 4 Monument St., London, England and by mention of this journal.

GATHERING OF TRAVELERS.

Three New Men Added to Melagama's Toronto Staff.

The offices of Minto Bros., proprietors of Melagama Tea, Toronto, were pretty well filled on Saturday by a gathering of the firm's travelers after a couple of weeks' holidays.

Three new men have been added to the traveling staff recently, Robertson Morton, and Messrs. Percy and Dailey of Buffalo, and these were there with the old men.

F. J. White, the company's manager, who has just returned with Mrs. White from a two weeks' trip to Atlantic City and other points across the border, spoke to the "boys," telling something of the growth of the firm during the last two years and instilling some new enthusiasm for the work of the new year.

R. Y. Fish, general merchant, of Linwood, Ont., has made an assignment.

The National Matza and Biscuit Co. has been recently incorporated with a capital of \$40,000. The object of the company is to manufacture all kinds of foodstuffs and supplies used in Jewish festivals. The head office will be in Toronto.

FOR SALE

FOR SALE—About ten tons pure maple sugar. Woodman & McKee, Coaticook, Que.

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, Quebec

NAP G. KIROUAC & CO.,

Receivers and Shippers

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

125 St. Peter St., QUEBEC.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Baudry Street MONTREAL

POT AND PEARL BARLEY FEED
 CALEDONIA MILLS
 John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
 IN 1/4-LB. LABELLED TINS. 14-LB. BOXES
 Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
 In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
 THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
 High Quality and absolute Cleanliness Guaranteed.
 Largely advertised and good profit. Private brands to order.
 THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

There Is Only One Relish

that really meets the requirements of the high class trade,
and that is

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

The next best sauce is far behind Lea & Perrins'. So far behind, indeed, that Lea & Perrins' is in a class by itself. Might as well try to run a butcher shop without beef as a grocery without Lea & Perrins'.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



CANADA:
No better
Country



MOTT'S:
No better
Chocolate

A REMINDER FOR 1908

The trade of Canada has been so encouraged by the consumers' demand during the past thirty years for

Mott's

"Diamond" and "Elite"
brands of

Chocolate

that they are the easiest sellers of all domestic or imported chocolates. All jobbers sell them.

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

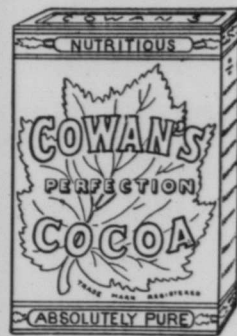
SELLING AGENTS:

J. A. Taylor
Montreal

H. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver



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

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

Cowan's Cocoa and Chocolate

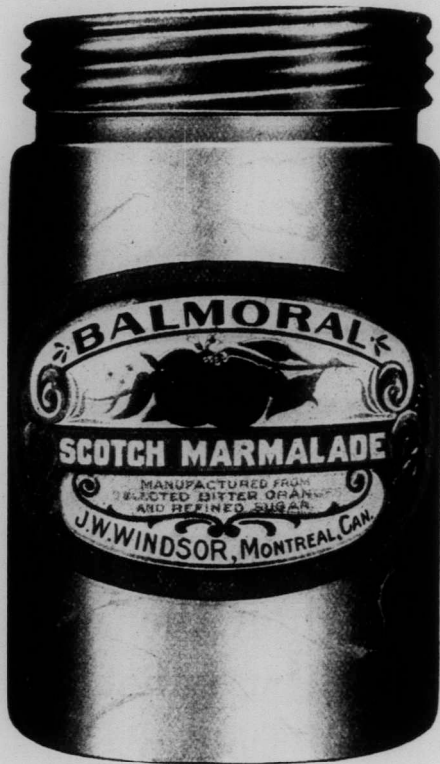
"The Purest and Best"

The Cowan Co., Ltd.

"Balmoral"

Regd.

Scotch Marmalade



Pure
as
the
Crystal
Spring

Will
make
New
Friends
for
You

New Season's now ready for
delivery.

J. W. WINDSOR
MONTREAL

THREE GOOD THINGS FOR SHIPPERS

of Groceries, Canned Goods, Liquors, etc.

Warminton's Clutch Nails

for strengthening and repairing boxes.

Warminton's Pail Hooks

for Candy Pails, Lard Pails, etc.

Warminton's Strapping

for binding cases.

Save you more in a month than will pay for
a year's supply.

J. N. WARMINTON

Patented Shipping Specialties

207 St. James St., Montreal, Canada

The Grocery Clerks Are Getting Wise

Those who are wide-
awake to the fact that it
pays to keep posted on
grocery matters by reading
The Canadian Grocer
every week are drawing the
Best Pay.

It doesn't cost you
4 cents a week to
have your own paper.

**CAN YOU SPARE 4c. A WEEK
TO IMPROVE YOURSELF?**

THE CANADIAN GROCER

ESTABLISHED 1841

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

THREE THINGS ARE ESSENTIAL TO THE MAKING OF A GOOD BROOM

FINE GREEN CORN, PERFECTLY DRY HANDLES, AND EXPERT WORKMEN. WE HAVE THEM ALL AND THE RESULT IS

"PANSY" BROOM

THE MAKING OF "PANSY" BROOMS.

You may have the finest of green corn, but if you put it on a green wood handle the handle will shrink and allow the head of the broom to become loose.



REMOVING THE SEEDS FROM THE BROOM CORN.

Our handles, although supposedly dry when received from the mill, are kept for months and then put through a specially constructed dry kiln to ensure their being absolutely bone-dry. That is the reason the handle of a "Pansy" broom never becomes loose.

If you do not already stock them, order a sample Six Dozen. You will repeat it.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

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

FRUITS, VEGETABLES AND FISH

Cranberries Weaker and Quotably Lower—No Noticeable Changes in Vegetables—Fish Business Brisker.

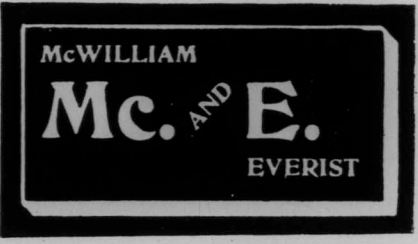
NAVEL ORANGES

are now well colored and in fine shape. We offer for this week:

- 1 car Extra Fancy Golden Flower Brand
- 1 " " " Rose "
- 1 " " " Sunflower "

Buyers of oranges know these are the best out of California.

We have also lots of Lemons, both Messina and Californian. Florida, Bahama and Jamaica Grape Fruit; Figs, Nuts, Dates, etc.



25-27 Church St., TORONTO

DON'T

run away with the idea that "Redland's" means everything in oranges. True, it's California's best district, still there are some poor oranges here and many indifferent packers. But get good packers and Redland's Extra Fancy fruit—then you get something superb.

A beautiful example of what Redlands can produce is contained in every box of our

"Golden Flower"

BUY IT. TRY IT.

Grown and Packed by

The Redlands Golden Orange Association
Redlands - California

A lull is to be observed in the fruit market. This is natural after the heavy holiday buying. Business will likely be slow for some time. Oranges are steady and firm. Mexicans have advanced some points. Murcia oranges, a sour, Spanish variety, somewhat like Valencias, are on the market. The first shipment of Arizona navels has arrived. Lemons are fairly steady. A decline in the price of cranberries is to be noted. This is not unexpected, as the ruling prices have been too high for the retailer to handle them profitably.

Vegetables are rather slow. Potatoes have a firmer tone. No advances have resulted. A steady demand exists for all lines of domestic vegetables. Importing lines are arriving freely, and meeting with a fair demand. California celery is selling well.

Business is brisker in all lines of fish, and shows a marked improvement. Ciscoes and whitefish are scarce. Shipments of herring, halibut and cod arrive regularly.

MONTREAL.

FISH—The demand for fish during the last two weeks has been quiet, owing to the holiday season showing preference to turkeys, chickens and geese. However, trade is now rapidly picking up and shaping round again. Quotations show many changes over those ruling one week ago.

Fresh and Frozen Fish.

Haddock, express, per lb.	0 04	0 15
Halibut, express, per lb.	0 04	0 09
Mackerel, "		0 09
Dore, "	0 07	0 08
Pike, lb.	0 15	
Cod fish, l.		0 04
Steak cod, lb.		0 05
Whitefish lb.	0 08	0 10
E. C. salmon, lb.	0 08	0 09
Qualla Salmon, lb.	0 07	0 08
No. 1 Smel s, lb.		0 8
New tomcods, bbl.		2 2
Sea herring, bbl.	1 5	1 85
Smoked and Salted—		
Haddies, box-s, per lb.		0 08 1/2
Kipperd Herring, 50 in box.		1 10
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box.		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, bricks		0 05
Boneless fish, 25-lb., boxes, per lb.		0 05 1/2
Oysters and Lobsters—		
Standards, bulk, per imp. gal.		1 50
Selects, bulk, gal.		1 70
Paper pails, 100, pint size		1 10
" 100, quart size		1 51
Boiled lobsters, lb.		0 18
Live lobsters, lb.		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl.		5 50
" " " " per half bbl.		3 00
No. 1 Nova Scotia, per bbl.		5 25
" " " " per half-bbl.		2 90
No. 1 Haddock, bbl.		6 50
No. 1 Pollock, bbl.		6 00
No. 1 Mackerel, 20-lb. kists.		1 75
No. 1 sea trout, 100 lb. kegs		6 50
Green cod, per bbl.		6 00
Medium " " "		7 50
Large " " "		8 50
Labrador Salmon, 1/2-bbls.		8 50
No. 1 salt eels, lb.		0 07 1/2

TORONTO.

GREEN FRUITS—Business is quieter which is only natural after the hum of holiday trade. Oranges are firmer,

though no noticeable advances have resulted. What is claimed to be the first solid car of Arizona navels arrived during the week. Murcia oranges, a sour Spanish variety, are being quoted. Lemons remain steady at old prices. Grape fruit is in fair demand. No material change is reported in bananas. Almerias are moving fairly freely. Cranberries, which have been unusually high, have taken a drop and are being quoted much lower.

Oranges, Florida's, new	2 25	2 50
Oranges, Mexicans, new		1 75
" navel, new	2 50	3 00
" Valencias	2 50	5 00
" Murcias		1 75
" Arizonas		3 50
Lemons, California, 240, 300, 360, 420	3 00	3 00
" Messinas, new crop	2 25	2 75
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2	3 75	3 00
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries, per bbl.	7 00	10 00
Almeria grapes, per keg	5 40	6 00
Tangerines	3 00	4 00

VEGETABLES—The market is featureless. The demand is fair for all lines and is quite satisfactory for this time of the year. Potatoes are firmer, though no advances are noted. Turnips, cabbage and parsnips are selling well. Some fine early carrots, beets and onions are on the market.

New Brunswick Delaware, per bag		0 90
New potatoes, Canadian, per bbl.	0 85	1 90
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 00	1 20
Green onions, per doz.		0 75
Beets, per bag	0 90	0 85
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 50	0 70
Carrots, new, per doz. bunches		1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.		0 10
Celery, Canadian, per doz.	0 35	0 40
" California, per doz.		0 75
Lettuce, imported		1 00
Cucumbers, imported, per doz.		2 50

FISH—Business has improved and is becoming brisker. A cold wave of weather would stiffen still the demand. Prices are about the same. There is a slight scarcity of ciscoes and whitefish. Oysters are being handled very satisfactorily.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb.		0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 09
Trout, fresh, per lb.		0 09
Ciscoes, per basket		1 00
Labrador herring, fresh, per 100		2 40
Halibut, fresh caught		0 09
Shredded cod, per lb.		0 05
Shredded cod, per doz.		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb.		0 08

The Lake of the Woods Milling Company is issuing an excellent calendar, rich looking and unique in design. It is a work of art. Grocers showing they are legitimately in the trade by mentioning The Canadian Grocer, may receive one.

APPLE SHIPPERS BLAMED.

Liverpool Buyers Complain Seriously of This Year's Grading.

For some little time past there has been a strong feeling of disappointment among Liverpool fruit buyers in regard to the grading of Canadian apples, says a recent number of the Liverpool Journal of Commerce. It is understood that some representation has been made to the Canadian Agricultural Department. In the course of an interview on the subject with a representative of the Liverpool Journal of Commerce, Mr. William A. Crouch, of Messrs. Smith & Crouch, said:

"So far as the quality of the Canadian apple crops is concerned, the reports which were sent to us have turned out correct. But unfortunately the packing has been worse than can be remembered for many years. This is unfortunate in the extreme, because for some years past we had been able to rely upon Canadian apples as regards quality, packing and grading. This year however, grading is seriously at fault, whilst the barrels are incorrectly branded, which causes endless inconvenience and annoyance, insomuch as practically every barrel has to be opened and examined before a dealer dare send it from his store.

"Such a rigid examination as we now have to enforce was unnecessary in previous years, as well known brands could always be relied upon to turn out up to the original sample. On the grading system that was adopted Canadian apples were branded No. 1 and No. 2, the former being the first quality and the latter the second quality. This year in many instances the barrels branded No. 1 turn out No. 2 and very inferior even at that. How this can occur with the supervision that is supposed to exist in Canada it is difficult to understand. The general result, however, is that the various fruit trade associations will enter vigorous protests to the Canadian authorities, who are supposed to supervise the packing of apples previous to shipment, whilst packers branding barrels unfairly will be mulcted in heavy fines. There can be no doubt that the results this year show a serious laxity somewhere, and its continuance will mean serious financial trouble for growers, packers and shippers."

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

THIS WEEK

has been a banner one in our **Fish Department.** More fish sold by us this week than ever before in same time.

Everything Fresh and Good

Smelts, Sea Herrings, Lake Herrings, Halibut, Sea Salmon, Lake Trout, Whitefish, Lobsters, Oysters in shell, etc.

CALIFORNIA CELERY

Headquarters for this vegetable. Fresh cars regularly.

Phone 6565

WHITE & CO., Limited
Hamilton and Toronto

"LITTLE"

Suppose, even (as some competitors state) "St. Nicholas" are only a **"Little"** the Best. Don't you need that **"Little"**—Don't that **"Little"** mean more satisfaction and money for you—Don't it mean it will pay you a **"Little"** better to handle "St. Nicholas."

W. B. STRINGER & CO., Sole Agents, TORONTO

Oranges—Navels, Floridas and Mexicans.

Lemons—Californias and Messinas.

Almeria Grapes—Fancy quality at specially low prices.

Grape Fruit—Fancy Bahamas, all sizes.

Bananas—Fancy, Ripe, Yellow Fruit.

Oysters—Best Long Island and Baltimore Standards.

Haddie—Syda and Cousins and other best brands.

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

HUGH WALKER & SON

Guelph, Ont.

Established 1861

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

"BRONCO"
Brand
NAVEL ORANGES

8 to 10 pounds more fruit per box than most brands, showing conclusively the solidity of pack and genuine goodness in each box.

Every Box sold with our guarantee.

If you want the Best, buy "Broncos."

White & Co.
Limited
Sole Distributors
Toronto

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

Your order solicited for

CUBAN ORANGES, sweetest on the market
CUBAN GRAPE FRUIT, and anything in fruit and early vegetables
THE DAWSON COMMISSION CO., - TORONTO

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 & SHELL
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &

BORDEAUX FRANCE

MEMBERS MAKE MERRY.

Montreal Board of Trade Celebrate Passing of the Year.

Members of the Montreal Board of Trade made merry on 'Change, December 31, for the time being forgetting that they were sedate business men with extensive interests commanding their care and attention. From the oldest member to the newest, from the president down, everybody forgot about, and cared less for the price of corn, the sugar market, the metal situation, to become a boy again.

They gave the old year a vigorous push as they annually do. There was singing, piano playing, a snowshoe race, and a tug-of-war, to say nothing of the "fluctuating" grain which was flying in all directions, some of the time virtually "raining."

The tug-of-war was between the bald-headed men and those with hair on their head. When this was announced a great many donned their headgear, while those with a luxuriant growth ostentatiously took their hats off. The bald-headed team won. "Jack" Reid, the tea man, was on the winning team, and is now trying to explain to his friends how he comes to possess a fine head of black hair. Perhaps the fact that he has good pulling strength will explain matters, when considered with the fact that bald-headed men were very scarce when the call for volunteers was made.

THE KINNEAR HOCKEY TEAM.

Officers Elected at Annual Meeting Last Week.

The hockey enthusiasts of the T. Kinnear Co. have been busy recently, and at the annual meeting on Monday evening, December 30th, the year's outlook was outlined.

Among other business the following officers were elected:

Hon. President, Thomas Kinnear; Hon. Vice-President, James McLean; President, W. B. Campbell; Vice-President, A. E. Cutler; Secretary-Treasurer, G. H. Rennie; Captain, Tom H. Kinnear; Patrons, F. Anderson, A. G. Fleming, W. J. Ramsay, J. Weater, B. Keyes,

A. H. Lawson, G. J. Gould, E. G. Bingham, Geo. T. Morris, J. B. McRae, E. J. Peters, J. G. Hardill.

The Kinnear team will be a strong one this year, and it hopes to wrest the championship of the Toronto Wholesale Grocery League from the Grocery Brokers, last year's champions.

GAVE DINNER TO STAFF.

Toronto and Winnipeg Members of Holbrooks, Limited, Enjoy Dinner and Theatre Party.

The blending of all the good things that go to make up Holbrooks' Sauce must have an inspiring effect upon its representatives, if the dinner given by its Canadian manager, H. Gilbert Nobbs, to the company's Manitoba agents, Brock & Kirkland, is a criterion. The dinner was held in the French room of the St. Charles, Toronto, on Thursday evening last, and a jolly time was spent. Afterward, Mr. Nobbs, who is characteristically an enthusiast, gave a stimulating address to the staff, encouraging them to more active work in the New Year.

Afterward the party adjourned to the Royal Alexandra Theatre and occupied a couple of boxes for the performance of "The School for Scandal."

Those present included H. Gilbert Nobbs, Canadian manager; W. H. Seyler, of The Canadian Grocer; H. Musham, superintendent of demonstrators; Mr. McLean, representative for Western Ontario; A. Smith, city representative; Mr. Lewis, Eastern Ontario; Mr. Porter and Misses Langton and Davis, demonstrators.

NEW SOAP WORKS FOR TORONTO.

Local Firm Will Probably Erect Large Factory Shortly.

There have been a good many rumors going about lately that E. W. Gillett Co., Limited, Toronto, are going into the soap business. This rumor has every title to credence, as the original Chicago house has been noted as one of the most prominent soap firms in the Western States. With their knowledge and experience in the manufacture of soaps and their consistent advertising methods the new soap will be heard of.

TRADE NOTES.

D. S. Hart, grocer, of Sydney, N.S., has made an assignment.

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

The firm of Temard & Harris, grocers, of Medicine Hat, Alta., has been dissolved.

J. H. Ogelsby, general merchant, of Killam, Alta., has been succeeded by B. F. Fox.

Martin Bros., Brandon, Man., have taken over the grocery business of Martain & Johnston.

Shippers Also of

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

Time NOW to Begin Plans for Easter Trade



Of course you want to sell more FISH than you did last year and there is no earthly reason that we know of why you shouldn't; and the fish that will pay you a good profit for handling them and assure satisfaction to your customers are

Halifax and Acadia PREPARED CODFISH PUT UP IN PACKAGES

Our agents will help you to have a good window display if you speak to them right away.

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

A. H. Brittain & Co., Agents,	-	-	Montreal
Milne & Gunn,	"	-	Vancouver
Stuart Watson & Co.,	"	-	Winnipeg



Better Late than Never!

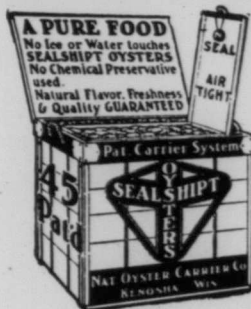
Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

Connors Bros., Limited

Black's Harbor, N.B.



(New Way)



(Old Way)

If you want to make more MONEY write us about our

Sealshipt Oysters

It is a new idea, bound to bring you the high class oyster trade of your locality.

It will pay you to write about it **NOW**

NATIONAL OYSTER CARRIER CO.

KENOSHA, - WISCONSIN

Haddies, - Kippers, - Bloaters

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

Large Assortment.

Close Prices

Price List Mailed on Request.

THE LARGEST FISH WAREHOUSE IN CANADA.

LEONARD BROS.

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

MONTREAL

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

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

FISH! FISH! FISH!

New lines for this week :

Winter-caught **Pike,**
Flounders,
Tom Cods,
Frozen Sea Herrings,
Salt Trout

We have thirty other varieties of fish. Write us for quotations.

For PRICES and QUALITY we can't be beat.

THE F. T. JAMES CO., LIMITED

Wholesale Fish and Oyster Distributors

76 COLBORNE STREET, TORONTO

F. T. JAMES, Manager

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Few labor duce a oyster size th transp they t groun tually captu the yo They r washed cally th ness.

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Wholesale seasonable the order c Payments vellers will day, full of

Retailers, suits of the cepts to be ago. One grocer rema dollar differ this season "Business h me this sea books show business has than a year this thus : sales of the and other d might be te is, goods in people run s more serious ours. The t sively in net people must is hard up i self in eatab so that we very little." optimistic as

In the east trons of the c rely for trade employes of t when any of

H. C. ROWE & CO.'S
Long Island Native
OYSTERS

Few people realize the amount of labor and capital required to produce a first-class grade of cultivated oysters. To obtain their proper size they must be 5 years old; be transplanted at least twice when they become too thick to other grounds; the grounds must be continually patrolled and dragged to capture the spear fish, which pierces the young oyster and destroys it. They must be gathered, opened, washed, measured, shipped, practically the same day to ensure freshness.

What is finer than choice Oysters?

Ask for "Long Island Natives"

White & Co., Ltd.

Toronto and Hamilton
 Sole Distributors

LONDON CORRESPONDENCE.

Wholesale trade is now experiencing seasonable quietness, stock-taking being the order of the day in the warehouses. Payments are generally good, and travelers will return to the road on Thursday, full of confidence as to the future.

Retailers, who have figured up the results of the Christmas trade, report receipts to be about equal those of a year ago. One well-known Richmond street grocer remarked: "There is scarcely a dollar difference between our receipts this season and last." Said another: "Business has been even better with me this season than last—at least, my books show it." In other lines of trade business has been far less satisfactory than a year ago. One grocer explains this thus: "You see, the Christmas sales of the dry goods, the hardware, and other dealers are largely what might be termed extra purchases—that is, goods intended as presents, and if people run short of funds the effect is more seriously felt in those lines than in ours. The grocer deals almost exclusively in necessaries, which, of course, people must have. Moreover, the man is hard up indeed who will stint himself in eatables at this holiday season; so that we feel the money tightness very little." Retailers, as a whole, are optimistic as to the future.

In the eastern and southeastern sections of the city are a few grocers who rely for trade almost entirely upon the employes of the big industries near by; when any of the latter close down the

grocer feels the pinch. Just now several factories have ceased operations, presumably for stock-taking, and if they do not resume pretty soon there will be an impairment of credit among the idle ones, which cannot but be to the disadvantage of all concerned.

Chas. H. Lee, who until a few months ago conducted the New York store, (grocery), on Dundas street, has purchased an interest in the Canada Spice & Grocery Company, and is now acting as assistant manager of that concern.

A prominent resident of St. Thomas is trying to interest London capitalists in a proposition to establish another big canning factory here. He has had wide experience in the canning business, and is interested in several of the largest companies in the province. It is understood a meeting will be held shortly with the object of forming a company.

Some price-cutting is being openly done in the outskirts of the city, but, to their credit be it said, none of the members of the Retail Grocers' Association are concerned in it. Efforts are being made to bring the offenders to time.

The Travelers' Club held its annual meeting on Saturday night, December 28th, and elected these officers: Hon. president, Hon. C. S. Hyman; Hon. vice-presidents, H. E. Buttrey, Donald Ferguson, C. W. McGuire; president, John S. Townsend; first vice-president, S. F. Glass; second vice-president, A. H. Brener; secretary, F. J. Lind; directors, Geo. H. Detlor, Frank Lawson, H. W. Lind, J. N. Wood, A. H. Moran, F. S. Fisher, J. M. Ferguson, E. Paull; auditors, J. T. Green, J. R. Spry. The finances of the club were found to be in a splendid condition. C. W. McGuire, J. L. Whitehead and F. J. Lind, the retiring president, auditor and secretary, respectively, were during the evening made the recipients of handsome presents.

HOCKEY SEASON BEGINS.

Schedule of Games in Toronto Wholesale Grocers' League.

An enthusiastic meeting of the sub-committee of the Toronto Wholesale Grocers' Hockey League was held on Monday evening to arrange the schedule of games for the year, which is given herewith. As will be seen, the first game is to be played to-night, from 9 to 10 p.m., at Varsity Rink, between the Brokers, last year's champions, and T. Kinnear & Co. C. S. Morrow, the league's official referee, will be on hand. The schedule is as follows:

- January 10th—Brokers at T. Kinnear & Co.
- January 17th—James Lumbers Co. at Brokers.
- January 24th—T. Kinnear & Co. at James Lumbers Co.
- January 31st—T. Kinnear & Co. at Brokers.
- February 7th—Brokers at James Lumbers Co.

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 postage, etc.

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

WANTED.

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

WANTED—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

TRAVELERS WANTED.

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

SITUATION WANTED.

SPECIALTY SALESMAN, disengaged; good ability, appearance and references; grocery experience. Box 175, CANADIAN GROCER, Toronto.

February 14th—James Lumbers Co. at T. Kinnear & Co.

The games ought to be mighty close this year, and should draw a good deal of interest, as there will be several new faces on each team.

Pugsley & Bailey, general merchants, of Waskada, Man., have been succeeded by W. A. Pugsley.

John L. Stewart, representing Thomas J. Lipton in British Columbia, was in Toronto last week. Since opening up trade in Lipton teas across the Rockies Mr. Stewart has met with good success.

The Perfect Pipe Tobacco Is

T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

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

Cigars That Sell

To be a popular seller a cigar must possess that uniform quality which will ensure its lasting favor with particular smokers.

Royal Sport and Hogen Mogen Cigars

have always been regarded by exacting smokers as first in their class.

The Sherbrooke Cigar Co., Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

TRADE NEWS OF NEW BRUNSWICK

New Year's Trade Good, Though Business is Now Quieter—Oatmeal Declined—Fish Receipts Continue Light.

St. John, N.B., Jan. 6.—There has been somewhat of a lull in business since the holiday season, and merchants are recovering from the strenuous work incident to supplying their customers with the good things demanded at the festive season. As was the case with Christmas, the New Year's trade was about equal to previous years, and now that the rush is over accounts are being sent out and preparations made for stock taking.

The majority of the wholesalers have finished taking stock and the travelers have again resumed their pilgrimages to various points in the Maritime Provinces.

There has been little or no change in prices lately. Oatmeal has dropped 25 cents a barrèl, and middlings, in carlots, is off somewhat. Oatmeal is now quoted at \$6.25 to \$6.30 for roller, and \$6.75 to \$6.85 for standard. Granulated cornmeal is offered at \$4.25 to \$4.50. Manitoba flours are offered at \$6.75 to \$6.85, and Ontarios at \$5.65 to \$5.85. Sugars hold firm, and are quoted as follows: Standard granulated, \$4 to \$4.50; Austrian granulated, \$4 to \$4.10; Bright yellow, \$4.20 to \$4.30; No. 1 yellow, \$3.90 to \$4. Paris lumps, \$5.10 to \$5.25; pulverized, 5¼ to 6 cents.

The receipts of fresh fish during the past week have not been up to the mark, as the weather has been unfavorable. All down the bay, high winds and gales have prevailed, as well as rough, thick weather. No increase is looked for until after the middle of January. Many schooners have taken up lobster fishing. There has been no marked change in price and the demand is light.

Local retailers report a good business in oysters, which, owing to the scarcity, sell at 75 cents to \$1 a quart, the latter price for P.E.I. stock.

Fred. McAndrews, who has for some years been traveling representative for the White Candy Company, has resigned to accept a similar position with Ganong Bros., St. Stephen, in succession to the late Fred. Hutchinson.

DINNER TO TRAVELERS.

New Brunswick Firm Entertains Salesman and Presentation Follows.

The home of Harry W. de Forest, the proprietor of the Union Blend tea establishment, was the scene of a very enjoyable gathering on Friday evening, December 27, when he entertained his salesmen at dinner. A pleasing feature of the event was the presentation to Mr. de Forest of a very handsome picture,

entitled, "Troubled Waters." During the evening plans for the new year were talked over and some very excellent musical numbers were rendered by members of the staff. Several congratulatory addresses were made and the function proved very enjoyable.

Those present were: Mr. Mattheson, of the Boston branch; Mr. Sellers, of Newfoundland; Mr. Chapman, of Maine; C. H. Howell, the local manager; Noel F. Sheraton, bookkeeper at the St. John office, and Messrs. Brown, Ellis, Sinclair, Clements, Williams and Chesman, the Maritime Province representatives for Mr. de Forest.

During the morning following this function the members of the staff called upon Manager Howell and presented him with a nicely framed picture, as a token of their good will. Mr. Howell, though taken completely by surprise, expressed his appreciation in a brief but appropriate address.

TRADE NOTES.

Theo. Labatt, vice-president of the St. Lawrence Sugar Refining Company, is holidaying in South America.

John Grimm, of the Grimm Manufacturing Company, and president of the Maple Tree Producers' Association, was in Cleveland for the holidays.

L. L. Stewart, representative of John Taylor & Son, soap manufacturers in Montreal, called on The Grocer in Toronto last week.

W. C. Murray, representative of E. W. Gillett Co., Limited, in Montreal, was in Toronto last week and reported that business was very encouraging.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

**CLAY
PIPES**

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

D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of

JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

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

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

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



NOVA SCOTIA TRADE EXTENSIVE

Something About Business With West Indies—Business Prosperous in All Lines
—Sugar and Molasses Imports.

Halifax, N.S., Jan. 6.

The grocery trade in Halifax during the holiday season was very good, but since then the usual quietness at this time of the year has prevailed, and will likely continue for some weeks. The grocers are now busily engaged in taking stock, and putting their stores in shape after the rush of business.

In every particular, Canada's trade with the West Indies during 1907 exceeded that of any previous year. Not only was the business done in the usual line away ahead of former years, but several new lines of trade were opened up and an extensive business was done. Last year, for the first time, Canadian sheep, poultry, swine and cattle were sent to the West Indies, while in return cotton was received here for the first time.

• • •

Business has prospered in all lines, said W. A. Black, of Pickford & Black's steamship line. "The importations of fruit have been well above the average, particularly bananas, oranges and pineapples. More sugar has come up than in any previous year, while the importations of coconuts and peanuts have also been large. Cotton has been brought here for shipment to England during the past year. This is an entirely new industry in the West Indies, and its success will prove a great benefit to the islands.

• • •

Agricultural products, particularly flour, oats and butter, were also the chief items of export during the past year. A new departure has been taken by the Governments of Trinidad and Tobago during 1907 in importing swine and poultry for the government experimental farms. Choice stock only was wanted, and as much of this was secured at the Maritime Winter Fair at Amherst, N.S., this opens up another possibility to the farmers of the Maritime Provinces.

• • •

Many choice beef cattle were also imported during the year. Another article shipped for the first time was barrel staves, of which a considerable quantity was sent south. "The outlook for trade in the islands is very bright," said Mr. Black, "and one of the chief reasons why Canadian merchants are finding an increased market there, is the improved methods in shipping."

• • •

"Canada would benefit by a reciprocal trade arrangement with the West Indies," said Mr. T. M. Cutler, manager of the Acadia Sugar Refining Company, to The Grocer correspondent. "But to what extent I am unable to say until such arrangement is given a thorough test."

"There is no reason why Canada's trade with the southern British colonies should not be largely increased," declared Mr. Cutler, but to bring this about our transportation facilities will have to be very greatly increased. At the present time the steamships and the railways are unable to handle the business expeditiously, and until there is some improvement along these lines any trade arrangement would not bring about the desired result. Of course, faster boats and a weekly service in place of a fortnightly service would be bound to improve trade, but these fast steamers would, no doubt, have to be heavily subsidized, as there may be periods during the season when full cargoes would not be available.

"Then, again, the railways cannot commence to handle the business. In fact, at the present time the railways have all they can do to keep up with the business. It is true that some improvements have been made at Halifax, the line double-tracked from here to Windsor Junction, and also another section from Painsee to Moncton, which relieves to some extent the congestion that existed in the past, but before freight passing through this port can be handled promptly, the whole section of the line will have to be double-tracked, and more motive power procured.

"The Maritime Provinces are the natural ports for the handling of all West India traffic for Canadian points. Some time ago," said Mr. Cutler, "the Canadian Government offered a preference on West India products landed at Canadian ports, but owing to the lack of transportation the most of this freight has been lost to our ports. Instead it has been taken to New York and carried on to Montreal. The handling of large quantities of West India products through Maritime ports would build up the business, and give a large amount of employment to our laborers. Besides, business men want their goods delivered promptly, and the transportation companies must keep abreast of the times."

• • •

The total imports of raw sugar at the port of Halifax for the year ending December 31, 1907 from the British West Indies and British Guiana, were 45,880 tons, a decrease of 3,464 tons, as compared with those of 1906. The imports of molasses show an increase of 3,313 puncheons, 847 tierces, and a decrease of 7,547 barrels.

• • •

W. A. Major, R. G. Dun & Co.'s manager in this Province, in his annual review of trade, says: Nova Scotia, on the whole, appears to be upon a substantial basis—the manufacturer and wholesale trade, have, for some time, been preparing for a temporary financial tightness, and the majority of the retail storekeepers are not stocked up beyond pro-

dent limits. There has also been less of a speculative movement apparent during the past three or four years, and the Province will likely come through the winter in at least as good, if not better, condition than that of any of the other Provinces—with the exception perhaps of Prince Edward Island, where crops and business conditions have been maintained fully up to the average. Failures increased somewhat in number and liability over those of 1906, although outside of two or three, none of the embarrassments were of great importance—in fact, a good many of them had been pretty well discounted for some time previous.

In groceries, the year's business was at least up to 1906—the distribution from Halifax city is believed to have been larger than ever before.

Crops have been plentiful. In the fruit districts there will be a large amount of money distributed this winter as a result of the ready demand, good prices, and profitable shipments.

Fishery conditions have been good. The catch was larger than last year, but the unfavorable weather operated against the drying, and this has caused a quantity of damp fish being thrown on the market, and the movement was slow with prices ruling low. The stock of fish marketed in good condition has been working off, however, at a reasonably good price.

Payments generally have kept up well throughout the year.

TAKES OPTIMISTIC VIEW.

Concerted Action by Business Men Will Quickly Relieve Situation.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, in speaking to The Canadian Grocer the other day, voiced the opinion of many leading business men in speaking of the present rather strained financial situation. He said that there could be no doubt as to the ultimate outcome, as Canada, being a young country with a magnificent future ahead of it, was bound to resume its former triumphant march of progress, and this setback in financial affairs could not be regarded as more than a temporary halt. Much of the talk going around was entirely too pessimistic in tone, and not what was to be expected of modern business men. While there was ground for a certain degree of pessimism, nevertheless an optimistic vein would do untold good at the present time. The powerful newspapers of the country were many of them staunch supporters of the pessimistic brigade, unfortunately, instead of being leaders in the movement to restore confidence. There were some papers, however, which were doing the right thing, and these deserved the highest measure of praise.

In the opinion of Mr. Thompson, concerted action on the part of business men would do almost everything towards quickly bringing affairs back to their normal condition, while on the other hand continued "blue ruin" talk would do great harm and retard improvement.

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

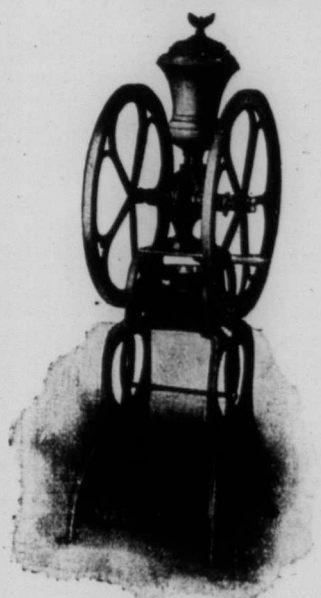
It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

COLES' Coffee Mills

PULVERIZING AND GRANULATING



Price \$25.00

Points of . . Excellence

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

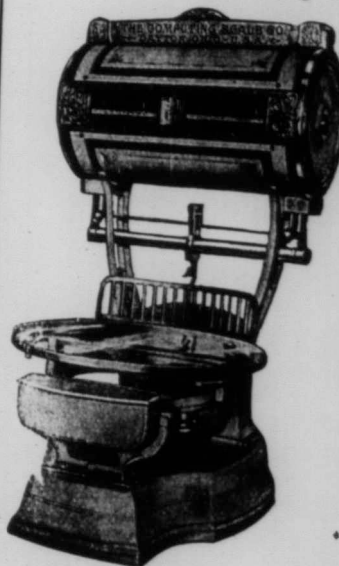
COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Fodhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

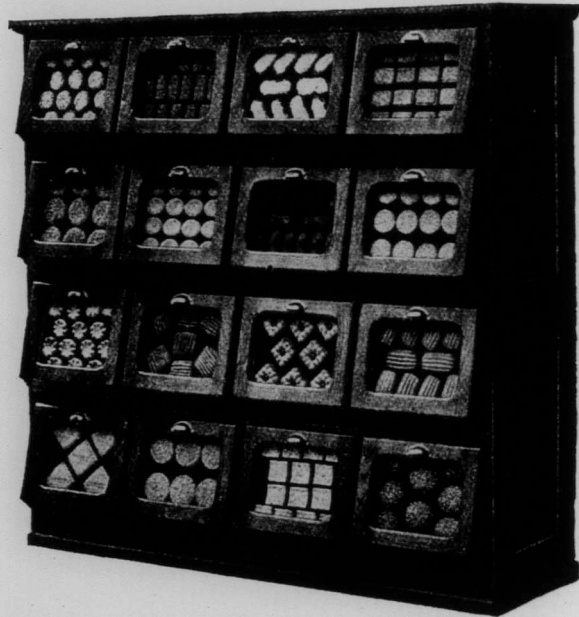
No mistakes or errors are possible. Down weight not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

CLERK HIRE COSTS MORE THAN Allison Coupon Books

The time the books save is worth many times their cost.

This fact alone is enough to warrant their general use. But there is the added advantage that the account keeping is done better and business friction eliminated.



If a Man Wants Credit

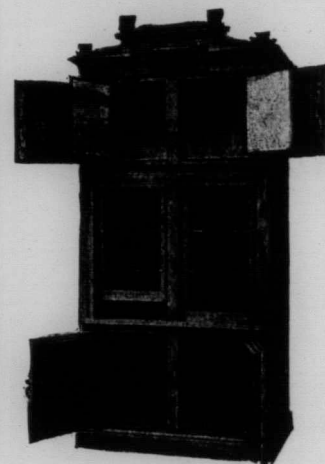
for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents



Still the
Best on the
Market

Arctic Refrigerator

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

John Hillock
& Co., Ltd.

Toronto

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory

Shipped f.o.b. Hamilton,
Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

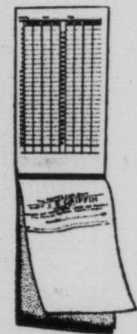
"DUPLEX"

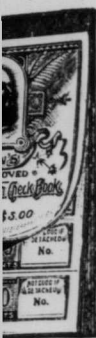
COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.

A POST CARD WILL
BRING FULL PARTICULARS.

The Carter-Crume Company, Limited
Toronto, Ontario





or it, give him
ave him sign
f book, which
m with \$10.00,
vorth, tear off
il the book is
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no lost time,

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ON CO.

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Still the
Best on the
Market

Arctic
Refrigerator

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

John Hillock
& Co., Ltd.

Toronto

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Reduce Your Bookkeeping

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

Crain

LOOSE LEAF SYSTEMS

THE ROLLA L. CRAIN CO., Limited, - Ottawa.

Branches: TORONTO, MONTREAL, WINNIPEG.

TEA; Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

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

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Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, - TORONTO, CAN.

Five hundred neatly printed Business Cards, Bill-headers or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357. Toronto.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

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



You'll want the best for 1908

In
SHINO STOVE ENAMEL and SIMPLEX SHOE SHINE

You have 2 staple lines of unsurpassed merit. They show you a large profit.

Send post card for sample and particulars.

EDWARD HAWES & CO.

109 Front St. East, TORONTO



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

UPTON'S

New Season Orange Marmalade

Now ready

UPTON'S



UPTON'S

Made from our own importation

FINEST SEVILLE ORANGES

**UPTON'S GRAPE FRUIT
MARMALADE**

is delicious. Have your customers try it.

They will be pleased with it.

resp
Gro

Dian
1 lb. th
1 lb. th
1 lb. th

Case
4 doz.
3 doz.
1 doz.
3 doz.
1 doz.



Royal
" "
" "
" "
" "
" "
" "

Barrel
cent.
OL

Cleveland
" "
" "
" "
" "

Barrel
cent.

Crown E
1 lb. tin
1 lb. "
1 lb. "



Keen's O
In 10-l
Gillett's M

Wheat O

Meat of W
Wheat O
Pickan

Cl

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Perfect
Perfect

Condensed
Soluble

London l
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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.

Jan. 10, 1908.

Baking Powder.


W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	50	\$3 00
1-lb. tins, 3 " "	35	1 25
1-lb. tins, 4 " "	25	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

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
3 " "	12 " "	1 40
3 " "	12 " "	1 45
3 " "	16 " "	1 85
3 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	

ROYAL BAKING POWDER.

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

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

CLEVELAND'S BAKING POWDER.


Sizes.	Per Doz.
Cleveland-Dime	\$0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

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

T. KINNEAR & CO.

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

ST. GEORGE'S BAKING POWDER.



Trial size, 6 doz. in case.	Per doz.
4-oz.	\$0 90
4-oz.	1 35
6-oz.	1 80
8-oz.	2 35
12-oz.	3 55
16-oz.	4 55
32-oz.	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

Cereals.

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

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	doz. 1 00
" " " " " "	doz. 1 00
" " " " " "	doz. 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 60
" " 1-lb., " "	1 40
" " 10c. size " "	0 90
5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb.	0 22
" " " "	0 19
London Pearl per lb.	0 24

Special quotations for Cocoas in bbls., kegs, etc



Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes per lb.	38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 43
Parisian 2's per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's, 12-lb. boxes per lb.	0 33
Diamond, 1/2's, 7's boxes per lb.	0 28
Perfection, 2 c. size, 2 doz. in case per doz.	\$1 83
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Icing for cake—

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

Marle buds, 5-lb. boxes, lb.	0 31
Vanil a wafers, " "	0 35
" " non-paricel 5-lb. box	0 35
" " 2's, 3-lb. boxes lb.	0 58
" " 2's, non-paricel " "	0 28
Ginger, 5-lb. boxes, lb.	0 31
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

Fry's.

Chocolate—	
Caracosa, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's " "	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 34
Fry's "Monogram," 1/2's, 14-lb. boxes	0 34

Cocoa—

Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1-lb. " "	4 50
" " 1-lb. " "	8 35

Homoeopathic, 1/2's, 14-lb. boxes

" " 1/2's, 12-lb. boxes	
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EPF'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

BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" " 4 " " "	2 40
" " 2 " " "	4 75
" " 1 " " "	9 00

JOHN P. MOTT & CO., P.
R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B. C.



WALTER BAKER & CO., LIMITED.

Elite, 1/2's (for cooking)	Per lb. \$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
" " Confectioner's chocolate, 2 1/2c. to 0 31	
" " Sweet Chocolate liquors, 2 1/2c. to 0 35	

Premium No. 1 chocolate, 1 and 1/2-lb. cakes

Breakfast cocoa, 1-F, 1/2, 1 and 5-lb. tins	\$0 43
German Sweet chocolate, 1 and 1/2-lb. cakes, 6 lb. boxes	0 30
Caracosa Sweet chocolate, 1/2-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47

Soluble cocoa (hot or cold soda)

1-lb. tins	0 45
Cracked cocoa, 1-lb. pkgs., 6 1/2 a. bags	0 38
Caracosa tablets, 1.0 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Rep. quarts, 1 " " 6 50
Imp. " 1 " " 9 00



THOMAS WOOD & CO.
"Gift Edge" in 1 lb. tins \$0 33
"Gift Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 3

Cocanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c. 20 and 40c. packages packed in 15 lb. and 3 1/2 lb. cases	Per lb.
1 lb. packages	0 23
1 lb. " "	0 27
1 and 1/2 lb. packages assorted	0 23
1 and 1/2 lb. " "	0 27
1/2 lb. " " in 5 lb. boxes	0 28
1/2 lb. " " " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 31

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.
White Moss, fine strip	0 19 0 21 0 17
Best Shredded	0 18 0 16
Special Shred	0 17 0 15
Ribbon	0 19 0 17
Ma aron	0 17 0 15
Desiccated	0 16 0 14
White Moss in 5 and 10 lb. square tins, 21c.	

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.) \$4 85
"Reindeer" brand per case (4 doz.) 5 60



EBY, BLAIN CO. LIMITED.

Standard Coffees.	
Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$) 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Pia-tation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandell 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12

E. D. MARCAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
" " Mocha	0 27
"Condor" Java	0 40
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee	48
tins per case	2 51
Madam Huot's coffee, 1-lb. tins	0 29
" " " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Lafamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00

Cheese.



Imperial—Large size jars... per doz. \$8 25
Medium size jars " 4 50
Small size jars " 2 40
Individual size jars " 1 00
Imperial holder—Large size " 18 00
Medium size " 17 00
Rouquet—Large size " 12 00
Small size " 1 40
" " " " 2 40

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

00 to \$3 00 books	3 cents each
00 books	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cleaner.

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent,
The Davidson & Hays, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	\$3 20
" " 2 " " 1 " "	3 00
" " 4 " " 1 " "	4 50
" " 20 " " 1 " "	4 75
" " 20 " " 1 " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " " 1-lb. tins	2 25
" " " " 1-lb. tins	1 25
" " " " 1-lb. tins	2 25

Flavoring Extracts.

SHURRIFF'S

1 oz. (11 flavors) doz.	1 00
2 " " " "	1 75
2 1/2 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 70
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz. per doz	2 20
--	------

THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

New and Revised Storage Rates for 1908

NOTICE

DECEMBER 31ST, 1907.

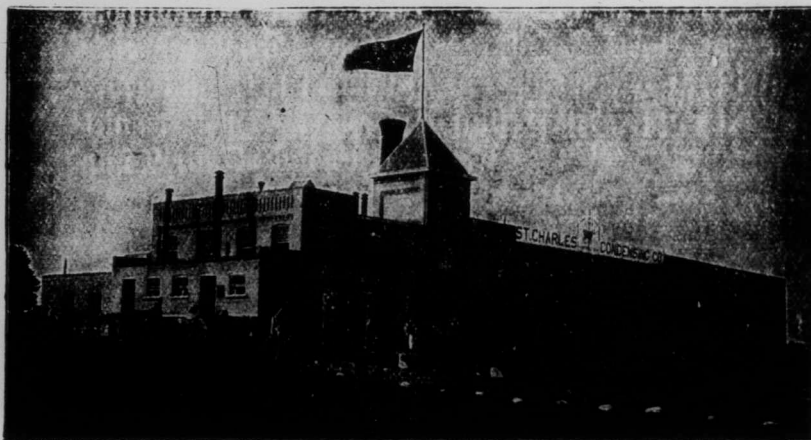
"We beg to advise our customers that all the rates quoted prior to this date have been cancelled, New and Revised Rates will be furnished on application. All goods now in store will remain at the present rates, unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

Terminal Warehouse and Cartage Co.

12-38 Gray Nun Street, MONTREAL

LIMITED



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

Compe
12-oz.
2-lb. U
5 and
oz
7 and
30-lb.
Compe
12-oz.
2-lb. U
7 and
30-lb.
Home
1-lb. g
on
5, 7, 11

"Shirr
Disc

THE 2

Tierce
4-bbls.
Tubs,
30-lb. 1

5-lb. b
Fancy
" Ring

THE CANADIAN GROCER

It is an old English saying that "of a good beginning cometh a good end."

We have witnessed many a "good beginning" both at this season and a later date in the year, and the words have proved true.

For the "good end" always came to the grocer in the shape of increased trade and great profit when he "began" by adopting

WOOD'S COFFEES

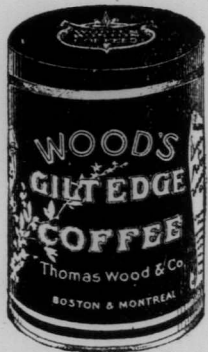
as his leaders.

There is, however, no "end" to the volume of trade an enterprising man can work up with these fine and famous goods and our telling methods.

Canadian Factory and Salesrooms:

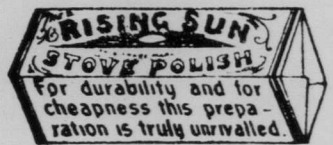
No. 428 St. Paul Street

MONTREAL



ESTABLISHED 1879

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 18
5-lb. toy trunks, 8 in case.	0 18
5-lb. enameled tin canisters, 8 in case.	0 18
Kegs, st. crystals, 40 lb.	0 17
Brantford Glass—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs. per case	3 00
Boxes of 45 cartons, per case.	3 60
Oullina, Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 63
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 6 doz., per case.	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence in sta. 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 17
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 64
" 100-lb. kegs.	0 64
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 18
" 1-lb. fancy, 30 lb.	0 8
" large lumps, 100-lb kegs.	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 8
" 1-lb. fancy, 28 lb.	0 06 1/2
Coldwater Ivoryine Starch, per box, 40 pkgs.	3 00
Stove Polish.	
Per gross.	
Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes.	10 00
Sun Paste 5c. size, 1-gross boxes.	6 00



JAMES' DOME BLACK LEAD	
6a size	Per gross \$ 40
2a "	2 20
NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gallons	4 80
3 gallons	4 50

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.	0 34 per lb.
Half-barrels, 350 lbs.	0 63 "
Kegs, 150 lbs.	0 63 "
2-gal. pails 2 1/2 lbs.	1 25 each
3 " 3 1/2 lbs.	1 60 "
Plain tins, with label.	Per case.
2-lb. tins, 2 doz. in case.	2 40
6 " 1 " " "	2 75
10 " 1 " " "	2 65
20 " 1 " " "	2 60
(5, 10 and 20 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lb.	0 34 per lb.
Half-barrels, 350 lbs.	0 63 "
Kegs, 150 lbs.	0 63 "
2-gal. pails 2 1/2 lb.	1 25 each
3 " 3 1/2 lb.	1 60 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " " "	2 75
10-lb. " 6 " " "	2 65
20-lb. " 3 " " "	2 60

Teas.



SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's.	\$0 20	\$0 26
" 1/2's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Gold Label, 1's and 1/2's	0 35	0 50
" 1/4's	0 44	0 60

LIPTON'S TEA



Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " 1/2's and 1/4's	0 22	0 30
Orange " 1/2's and 1/4's	0 30	0 40
Pink " 1/2's and 1/4's	0 35	0 50
Red " Dominion blend,	0 44	0 60
1/2's and 1/4's		
Gold " Afternoon blend,	0 50	0 70
1/2's and 1/4's		



Blue Label, 1's.	\$0 19	\$0 25
Blue Label, 1/2's	0 19 1/2	0 25
Orange Label, 1's and 1/2's	0 22	0 30
Brown Label, 1's and 1/2's	0 20	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs.	0 25
Princess Louise, hf c, 80 lbs.	0 19
Ceylon Green 1 case—Japan style—	0 18
Lady, cases 60 lbs.	0 19
Duchess, cases 60 lbs.	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and 1/2's	\$0 35	\$0 60
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 30	0 35
Japan 1's	0 19	0 25



BLUE RIBBON TEA CO., TORONTO

Wholesale. Retail

Yellow Label, 1's and 1/2's	0 20	0 21	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, 1/2's and 1/4's	0 55	0 80	
Embossed, 1/2's and 1/4's	0 70	1 00	



Cases, each 60 1-lb.	\$0 85
" " 180 1-lb.	0 85
" " 180 1-lb.	0 85

MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed	0 70	1 10
" " "	0 55	0 80
" " "	0 42	0 60
" " 1 lb. & 1/2 lb.	0 40	0 60
" " 1 lb. & 1/2 lb.	0 35	0 50
" " 1 lb. & 1/2 lb.	0 30	0 40
" " 1 lb. & 1/2 lb.	0 22	0 30
" " 1 lb. & 1/2 lb.	0 21	0 26
" " 1 lb. & 1/2 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 15c.	\$0 20
" 1-lb.	0 21
Blue Label, retail at 30c.	0 21
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

THOMAS WOOD & CO.
Montreal and Boston



	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur d' Lis	0 30	0 40
Pack in 1/2-lb tins. All grades—either black, green or mixed.		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.	\$0 45
" Amber, 6s. and 12s.	0 50
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51

Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 46
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	\$15
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 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobacco.

Petit Havana, 1/2, 1-12-1-6	0 40
Quebec, 1-4, 1-2	0 68
Cote's Choice Mixture, 1-lb tins.	0 75
" " 1-lb "	0 76
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine, per dozen.	6 00
Absorbine Jr., per dozen.	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	Per doz.
A—4 string, plush finish	\$4 75
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	\$11 00	No. 1, per doz.	9 0
No. 2, " "	7 50	No. 3, " "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	\$1 50
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 5
Original Globe	2 35
Superior Globe	2 50
New market King	2 70
Jubilee	2 75
Diamond King Glass	3 55

CANE'S CLOTHESPINN.

	5 cases.	single
5 gross loose, per case	0 55	u 17
4 " pack, ea. per case.	0 61	0 67
6 " " " " " "	0 82	0 87

Yeast.

Royal yeast, 5 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 5 doz in case.	1 10

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National Drug Co., Montreal

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Cowen Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

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Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

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Acme Can Works, Montreal

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Carter-Crume Co., Toronto

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Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
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ping, Etc.**
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Mott, John P., & Co., Halifax, N.S.
Nestlé's Chocolate, Montreal.

Cocoanuts.
Canadian Coconut Co., Montreal.

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American Computing Co., Indianapolis,
Indiana.
Computing Scale Co., Toronto.

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Gillett, E. W., Co., Toronto.

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Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

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Brayley, J. M., Montreal

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Carter-Crume Co., Toronto

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Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
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Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Bradstreet Co.

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Leonard Bros., Montreal
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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
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France.

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Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Tooth's Extract of Meat Co., London,
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Truro Condensed Milk Co., Truro, N.S.

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We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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HAMILTON POTTERY
HAMILTON, ONTARIO

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WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

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