CIRCULATES EVERYWHERE IN CANADA

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

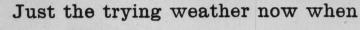
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East. Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 1, 1907.

NO. 5.





## Robinson's Patent Barley

will be appreciated by your family customers. Its nourishing qualities will be particularly beneficial to the little ones. Make the suggestion to your customers.

WRITE US FOR PARTICULARS.

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



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



You can buy the BEST Table Syrup in Canada,





BRAND



Put up to suit every demand.

For sale by all jobbers



EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works, CARDINAL. Ont.

64 St. James Street MONTREAL, P.O.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 68

## **Fig**

## UNOALE & BLACKE

:and :nobno!

C. & B. Pickles, corked pints and & pints

G. & B. " lever stoppered pints and & pints



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C. E. Colson & Son, Montreal, Agents

1 100 B 10000 12 19

st. John, N.B. Montreal Toronto

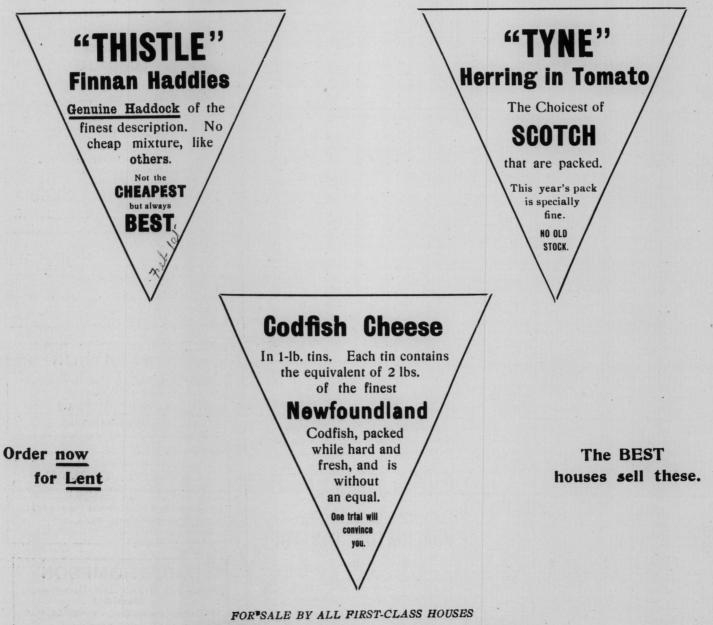
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Order

## Standard Fish Specialties

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

### QUALITY TELLS



Arthur P. Tippet & Co., Agents
Montreal Toronto

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 agents agents agents wanting agents. the disposal of firms wanting agents or of agents wanting agencies.



HALIFAX, N.3.

#### J. W. GORHAM & CO.

JERUSALEM WAREHOUSE HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers WAREHOUSEMEN

Domestic and Foreign Agencies solicited. Highest references.

MOOSE JAW.

#### THE MOOSE JAW FRUIT & PRODUCE CO.

D, STAMPER, Prop,

Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 783.
Office and track warehouse. City spur track.

Cor. 3rd Ave. and Falrbord St., - MOOSE JAW

MONTREAL.

#### A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers Agent and Jobber,

1483 Notre Dame Street, MONTREAL

Open for few more foreign and domestic agencies Correspondence Solicited. Highest References.

#### J. T. ADAMSON & CO.

**Customs Brokers** and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28

REGINA.

#### G. C. WARREN REGINA

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

### HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER Manufacturers' Agents and Wholesale Commission Merchants

REGINA, SASK.

TORONTC.

#### W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents. Established 1885.

#### MacLAREN IMPERIAL CHEESE CO.

AGENCY DEPARTMENT. Agents for Grocers' Specialties and Wholesale Grocery Brokers

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#### W. G. Patrick & Co.

Manufacturers' Agents **Importers** 29 Melinda St., Toronto

#### McGAW & RUSSELL

Manufacturers' Agents and Importers Room 302, St. James Chambers, cor. Church and

Adelalde Streets, TORONTO. Highest References. Correspondence Solicited. Phone Main 2647

C. E. KYLE

#### **KYLE & HOOPER**

Wholesale Grocery Brokers and Manufacturers' Agents

27 Front St. E., Highest references

Toronto Commissions solicited

ACT QUICK

We offer 1,200 cases

#### BURLINGTON TOMATOES

Subject to being unsold

Quality first-class, \$1.05 f.o.b. factory, less 1½ per cent. cash discount. Free storage and insurance - opening navigation.

W. H. MILLMAN & SONS Brokers TORONTO

TORONTO.

#### Anderson, Powis & Co.

**Grocery Brokers** and Direct Importers

**Highest References** 

#### 15 WELLINGTON STREET, EAST **TORONTO**

is

Sun Fire Building

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE. pendence solicited. Established over 12 years

George Adam & Co.

Wholesale Brokers and Commission Merchants
Winnipeg, Manitoba

#### STUART WATSON & CO.

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

#### W. A. TAYLOR

BROKER and WAREHOUSEMAN 243 Main Street WINNIPEG, MAN.

HIGHEST REFERENCES

ESTABLISHED 1887.

#### JOSEPH CARMAN

Wholesale Grocery Broker and Commission Merchant Union Bank Block, Rooms 722 and 728

Winnipeg, Man. Correspondence Solicited. Highest References

#### G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN. Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

(Continued on page 4).



You have likely heard of

## "SKIPPER" Sardines

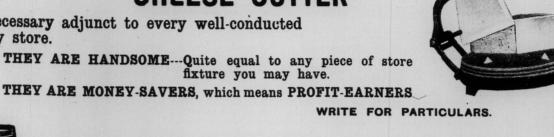
If you haven't, you should.

They are the finest Smoked Norwegian Sardine on the market. We can offer Special Prices on this brand.

#### A "PERFECTION" Computing CHEESE CUTTER

is a necessary adjunct to every well-conducted grocery store.

> THEY ARE HANDSOME ... Quite equal to any piece of store fixture you may have.





## Now is the time to sell Syrup-

You'll sell more of it if you handle our

#### "GOLD MEDAL" Brand

The finest brand of Pure Corn Syrup on the market Put up in 2, 5, 10 and 20-lb. Tins---All Popular Sellers.

#### "FLOWER POT" Coffee

is a blend of fine Coffees, with just enough fine English Chicory to make it a favorite with the average consumer.

Put up in Handsome Tins that will sell at sight.



5 c/s lots freight paid. MAIL ORDERS SHIPPED PROMPTLY

The EBY, BLAIN CO., Limited **TORONTO** Wholesale Grecers

#### Manufacturers' Agents-Continued.

#### H. W. MITCHELL WINNIPEG. MAN.

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

Highest references and financial responsibility.

#### R. B. WISEMAN & CO.

WINNIPEG. MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED. Can handle a few additional lines

#### ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET,

WINNIPEG

ESTABLISHED 1897

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

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

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

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

GENERAL AGENTS

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

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

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.

2. This special pulp wood is again rigidly culled on arrival at our mills.

3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.

4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from suiphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

This design a guarantee of quality.

Toronto.

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

...ESTABLISHED 1849...

#### BRADSTREET'S

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

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 any addressing the Company at any of its offices. Correspondence invited.

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MONTREAL, QUE. TORONTO, ONT.

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

BARBADOES, W. I.

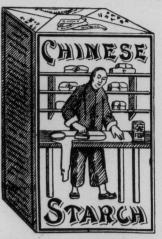
#### JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber'S, Western Union, A. B. C.,
Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New
York; L. G. Crosby, St. John, N. S.; Mitchell & Whitehead, Quebec; Rose & Laffamme, Montreal; Geo,
Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

#### EXPERIENCED ADVERTISEMENT WRITERS

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



We want you to write for sample package—Our prices show you a larger proft than any other Starch. TO ALL USERS OF

#### CHINESE STARCH

OCEAN MILLS, MONTREAL



#### They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, theynot only cost less than nothing, but you receive a great, big premium with every book you buy.

Cc

#### IF A MAN WANTS CREDIT

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

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

#### ALLISON COUPON CO.,

Manufacturers Indianapolis, Indiana.

## JOB IN TEAS

Some few lots we had in reserve. They are worth your consideration.

161 Hf-c	e. good Japan Tea, great bargain, at	-	-	15c.
265 "	Japan Tea, good leaf, bright, strong	liquor, at	-	16½c.
204 "	Japan Tea, fine leaf, fine liquor, at		-	17 ½ C.
1300 "	Condor Japan Teas -	-	<b>18</b> to	42½c.

No change in our quotations

Nothing like the above on the market at the price.

Ask for samples and you'll buy

We have the best assorted and probably the largest stock of teas in Canada.

#### SEE OUR SAMPLES-IT PAYS!

#### OUR BRANDS OF COFFEES

attract the attention of buyers by the perfection of their blends as well as by their unchallenged value and superiority. They possess strength and aroma, please the consumer and are proftable to the retailer. Our Coffees are roasted by the most improved gas machine.

### OUR BRANDS Plantation Old Crow Condor EMD

Whole or Pure Ground 18½c. per lb. 25c. per lb. 30c. per lb. 35c. per lb.

MADAM HUOT'S COFFEE The Gem of all Coffees
1-lb. tins, 32c. 2-lb. tins, 62c. per tin.

A fancy tin free and freight paid on all trial orders of 50 lbs. and over.

THE E. D. MARCEAU CO. LTD., Montreal

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

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

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

We quote Standard Brand Jam In 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited MONTREAL

Hamilton, January 3rd, 1907

Dear Sir:—One of our wholesale customers called us up on the 'phone the other day, and mentioned that one of his country customers had sent some Poultry for our Aylmer factory in his care, and that the price was to be 10c. per lb. "I had no idea," said he, "that your "people pay such high prices for your Poultry. Some "retailers and consumers seem to have the impression that all Canned Poultry is made up of all kinds of scrap meat, and if they were acquainted with the facts that you " pay such high prices for your Poultry, and insist on the very best quality, "it would increase the consumption very much." We assured our esteemed customer that our Canned Poultry was absolutely guaranteed to be exactly what it is represented to be, and that taking into consideration the trouble in cleaning Poultry, waste of bone, etc., our Canned Poultry is very much better and cheaper than Poultry in its fresh state.

Aylmer Poultry is especially recommended for invalids, as owing to being thoroughly sterilized there is no danger of any bacterial trouble of any kind, as with Poultry not canned. Aylmer Chicken Soup is recommended by physicians from coast to coast. Every retail grocer in the country should keep these high-grade products in stock, and should lose no opportunity to place their merits before his customers.

Yours faithfully,

CANADIAN CANNERS,

LIMITED



## National Licorice Co.

Brooklyn, N.Y.

Tcronto Depot, 120 Church Street, R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St., J. M. BRAYLEY, Agent.

## Begin the New Year Wisely

by stocking up with the famous

## "Gingerbread" Molasses

Put up solely by

#### Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

**Agents** 

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

## Valencia Raisins

Next Time You Order, Ask for

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents:

Rose & Laflamme

Montreal and Toronto

Are you open for a profitable deal? If so, we would like you to buy

## PATERSON'S

Worcestershire

## SAUCE

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME Agents, Montreal



## England's Foremost Fruit Sauce

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

Muscatels, from Malaga

Cane Sugar, from West Indies

Oranges, Red Peppers, from Zanzibar Nutmegs, from Penang from Penang Cloves, from Penang Tomato Puree, from Italy

Shallots, from Channel Islands Virgin Malt Vinegar A select proportion of the above constitutes the delicious "O.K." Sauce.

Raisins,

from West Indies Ginger, from Zanzibar Mace, Cinnamon, from Penang from Italy Soy, Lemons, from India

#### \$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

erye Masono ( Lim

## MASON'S 'O.K.' SAUCE

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

#### RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

McTavish @ Worts,

GEO. MASON @ CO., LTD.,

74 Yonge Street Arcade, Toronto.

LONDON, Eng.

Telephone, Main 6285

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

# FISH

Pure Cod, Flitched and Boneless Fish.

Order now for your Lent trade.

## THE DAVIDSON & HAY, LIMITED Wholesale Grocers, TORONTO

## THE DOMINION SALT ACENCY

LONDON, ONT.

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

## THE EMPIRE SALT COMPANY, LIMITED SARNIA, ONT.

SEND US YOUR ORDER

for

LARGE VALENCIA RAISINS in bags at 7 1-2 cts.

WE ARE OVERSTOCKED

in Easter Brand Prunes. Get our prices.

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

THI

Tea:

Tea to

The l

Sales

Sales

# THE FOLLOWING ARE THE PERCENTAGES OF INCREASES OF USALADA!

Tea since we first placed it before the public fifteen years ago. What can speak more strongly for its quality?

We had 123 per cent increase in 1893 over 1892 We had 145 per cent increase in 1894 over 1893 We had 115 per cent increase in 1895 over 1894 We had 85 per cent increase in 1896 over 1895 We had 86 per cent increase in 1897 over 1896 We had 39 per cent increase in 1898 over 1897 We had 34 per cent increase in 1899 over 1898 We had 18 per cent increase in 1900 over 1899 We had 15 per cent increase in 1901 over 1900 We had 11 per cent increase in 1902 over 1901 We had  $25\frac{1}{2}$  per cent increase in 1903 over 1902 We had 12 per cent increase in 1904 over 1903 We had 18 per cent increase in 1905 over 1904 We had 23 per cent increase in 1906 over 1905

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

For the first four weeks of this year we have an increase of 16 per cent over the corresponding period of last year.

THE "SALADA" TEA CO..

#### STOVE POLISH

The best Stove Polish that you can handle is

## JAMES' DOME BLACK LEAD

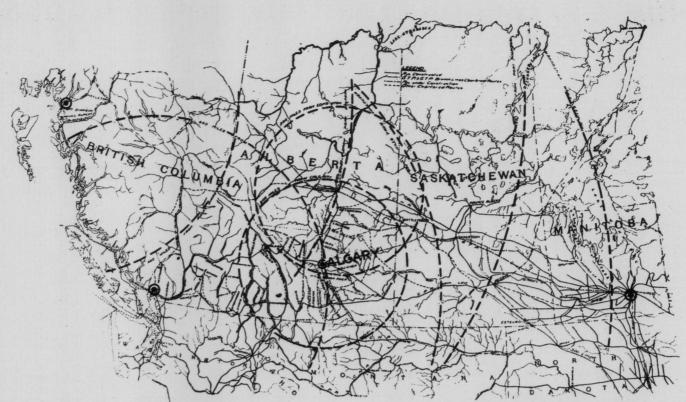
Sales during the past year almost double.

PAYS WELL

WORKS WELL

SELLS WELL

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



## CALGARY, ALBERTA

## CALGARY'S AIM

IS TO HAVE A POPULATION OF 100,000

IN TEN YEARS

## DOES THIS INTEREST YOU, MR. MANUFACTURER?

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

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

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

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

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

#### N CHOLSON & BAIN

Head Office
WINNIPEG

Wholesale Commission Merchants and Brokers CALGARY, ALTA.

## YOU ARE IN BUSINESS

**CUSTOMERS** 

For prices on this popular tea see back of this issue. Write us for quotations on bulk teas. will stay with you. We carry a full line and will be pleased to forward you samples. They will please you.

MINTO BROS., Packers, Importers and Blenders,

TORONTO

## EVERY WOMAN

among your customers can furnish satisfying breakfast if she buys Coffees such as CHASE & SANBORN'S High Grades

## Chase & Sanborn,

The Importers,

Montreal

#### BLACK JACK

TRY IT



SOLD BY ALL JOBBERS

3/-lb. tins-8 doz. in case.

## Star Brand

**COTTON CLOTHES LINES** 

#### COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better. For Sale by All Wholesale Dealers. SEE THAT YOU GET THEM.

## CEYLON TEAS

We have some Choice Bulk Teas to retail at 25c., 40c., 50c. Write for Samples and Prices

## Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

## Wholesalers. Grocers.

Consignments of

WALNUTS

**ALMONDS** 

**FILBERTS** 

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

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

**OTTAWA** 

**Diamond Brand** Maple Syrup

Twin Block Pure Maple Sugar

Sugars Limited, Montreal

**Pure Fruit** Jams

Pure Fruit Marmalade





NO PRIZES! NO PREMIUMS! BUT BETTER QUALITY IN SOAP

ORDER AT ONCE-WELL ADVERTISED-ORDERS FILLED IN ROTATION-STANDARD QUALITY

BANISH "BLUE MONDAY"

SELL

## SUNNY MONDAY

to customers and make them YOUR customers.

Your stock is not complete without our new LAUNDRY SOAP

## SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY

SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

## Clip Out

Henry Bolton's series of letters that appeared in The Canadian Grocer issues of

> Nov. 9th, 23rd Dec. 7th, 21st, 1906 Jan. 4th, 18th, 1907.

Paste them in a book as a sales sermon for your particular case wise words from one who knows.

## Frank Magor & Co.

Canadian Agents for Southwell's Jams and Marmalades.

## "EDINBURGH'S PRIDE"



EVERY BOTTLE OF

# Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city o production. Every bottle gives satisfac tion and helps to create further demand

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

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

## Thos. Symington & Co.

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





the matter in your own mind and consider what a difference it would make in your annual profits if you were able to secure orders from your customers for ALL their requirements in your line. For instance, are there not some who persist in going to the OTHER store for their COFFEE? They have the impression, rightly or wrongly, that the other grocer suits their taste in Coffee better than you can do, the NET RESULT being that the other fellow gets the profit—Coffee is a profitable line, too.

#### TRY GREIG'S WHITE SWAN BLEND

and see what a difference it will make in your trade. It is the kind of Coffee that people come back for. Only the other day a lady bought a pound tin of it in a store, not 100 miles from Toronto, the second day afterwards she returned for four pounds more "for fear it should all be gone." That's the kind of Coffee it is. Try a sample lot and see how your sales will grow.

The 1-lb. tins are handsomely embossed and decorated, and just as high grade as the Coffee itself.

THE ROBERT GREIG CO., LIMITED

**TORONTO** 

GREIG'S White Swan Brand W



## GILLETT'S LYE The Good Cleaner.

#### GILLETT'S LYE

is a good cleaner, it cleans thoroughly, whether the dirt is visible or invisible.

Grocers can recommend Gillett's Lye, it's a trade bringer to your store.



Gillett's Chemical Works, Established 1852



The relish of the epicure—the relish of the common people—

## Sterling Brand Pickles

Grocers can know they recommend to customers the best when they recommend these famous pickles.

Made in Canada by

The T. A. LYTLE CO.

Limited

TORONTO, -

CANADA

## EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in \(\frac{1}{4}\)-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS

MONTREAL



#### STANDS AT EASE

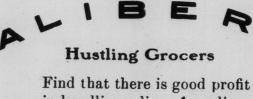
There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly - made Coffee.
"CAMP" has earned the

"CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in your store.

Manufactured by R. PATERSON & SONS, Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.



Find that there is good profit in handling a line of sardines that sell.

## **Sell Alibert Sardines**

during Lent and you will sell the best brand on the market. Right away is the time to order. Supplies are not large.

Your jobber, or direct from

C. A. Chouillou & Co.

MONTREAL

ARDIN



Any Boy who has cents—2—cents, can turn it into

\$-15-\$

Two cents invested in a postage stamp or a letter to us will bring you information about how we start you in business so that you can earn money for yourself.

No money required. We furnish the capital. It you wish to begin at once, write us to-day about our publications.

Extra prize a watch—extra prize.

THE MACLEAN PUB. CO., 10 Front St. E., Toronto

## TEAS



As usual, our Tea Sale a huge success. A few more good lines for the good people. Write for samples of the line you are low in. We will do the rest.

PHONE 596 FREE TO BUYERS.

## BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON



# TREES SHRUBS VINES ROSES

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

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

## Brown Bros. Company, Limited

NURSERYMEN

Brown's Nurseries P.O. - - Ontario

# Have You Got a Clock Yet?

One of those handsome Old Mission Cathedral, 8-day, gong styles?

Our travellers will tell you how to secure one — and you will make a double profit.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House-Sault Ste. Marie



15

**CANADA'S STANDARD** 

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

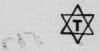
LIMITED

**Montreal** 

For absolutely the only genuine and only inimitable Tea, you must turn to the

# Teas of Japan

Japan Teas are the most delicious, delicate and healthful Teas on earth.



#### STOCK FOODS

We offer, subject to being unsold:

Myers' Horse and Cattle Spice, cases 24/3-lb. packages, at \$ 6.75

Myers' Horse and Cattle Spice, bales 25/5-lb. bags, at - 9.38

Myers' Royal Poultry Spice, cases 144/½-lb. cartons, at - 10.80

Myers' Royal Poultry Spice, cases 36/26-oz. cartons, at - 6.75

Myers' Royal Hog Powder, 24 packages, at - - - - 2.00

Less 25 per cent. Trade Discount

F.O.B. Hamilton, Net, 30 days

Free advertising matter

James Turner & Co., Limited - - Hamilton

## There's Money In A Cough

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

## Mathicu's Syrup

of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell and good profit. People who cough will have it. They know of its fine curative properties. It is well known and pretty extensively advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, P.O.

For sale at all druggists and general stores

# COFFEES RIOS and SANTOS

Fine Roasting Selections

NOW IN STORE

WARREN BROS. & CO.

Wholesale Grocers

Toronto

LIMITED

#### NATIONAL ORDER RETAIL GROCERS

Address of President John A. Greene, before the Grocers of the United States, gathered at Dallas, Texas.

The National Association of Retail Grocers of the United States held their 10th annual convention at Dallas, Texas, last week. The attendance of grocers and their friends was over 2,000. President Greene in an address that struck the grocers "where they live," dwelt at length on the premium evil, declaring that if association members would that if association members would evolve a programme, and stick to it for three months, at the end of that time such a thing as a premium would be un-known in the legitimate grocery trade. He paid his respects to the mail-order houses and their efforts to secure the passage of a parcels post law, advocated mutual insurance and an amendment to the bankruptcy law, and placed himself on record as favoring a policy of absolute independence.
What he meant by "absolute independ-

ence" may be seen from the report of Secretary Gray, in which he said: "An impression is abroad that this has been a year of independence, and it is true that for the first time the treasury box has not been passed to the manufacturers. Still, of the \$5,960 received, over half, or \$3,318, was contributed by manufacturers, collected under the old system by former Secretary Mason. The receipts from the per capita tax were \$1,742, and various grocers' associations yielding to the request of President Greene. granted contributions of \$897. This left a deficit, however, which the funds collected under the old plan made No further donations have been solicited.

Mr. Gray suggested that if 10 cents had been ordinarily sufficient as a per capita tax, a per capita of 25 cents would leave the society with riches.

The National includes 1,400 local as-

sociations.

President Greene said in part:

"There is coming into our associa-tion the very best element in the gro-cery trade. When I say the very best element, I mean men of large capital interest; men whose position carries with it influence and dignity. These men, I say, are coming to the support of the association and taking the greatest interest in its affairs.
"During the past year it has been my

privilege to come in contact with many of the manufacturers of the United States, as well as the jobbers, and when I received an invitation from the president of the National Association of Wholesale Grocers to attend their national convention in Buffalo the early part of June, the question came to me, not as to whether I should go there and have a good time, but as to what I should say so as to place the retail interest as represented by myself to the very best advantage before the jobbers and the many manufacturers of the country who were present at the conand I had faith and pride vention, enough in our organization and its mem-bership to say before that great body of men that you were equal to any body of business men on the face of the globe.

#### Co-operation With Jobbing Interest.

"We realize every day the necessity of co-operating with the jobbing interest as well as keeping in the closest touch with the manufacturers of the United States. By so doing, we strengthen our position, and working in co-operation can accomplish much for the benefit of both. Co-operation should be our watchword.

may mean a willingness on the part of both to give up a little of what he is pleased to call his right; it may mean that each must recognize the existence of the other, a willingness on the part of both in buying and selling to remain within his own sphere of ac-

"We ourselves must do our part in this co-operation to the extent that they may feel that this co-operation is justifiable and of benefit to all concerned. Every retail dealer should co-operate with his neighbor; every wholesale dealer should see it to his advantage to cooperate with the retail interest

"How much can be done jointly by the wholesaler and retailer to combat the evils that confront us, we little realize, but I am sure that a co-operation of these interests will form a protection and benefit to all concerned.

"The tendency of the times is toward concentration. It is but recently that one of the large mail order houses declared its stock to be forty millions of capital and threw it onto the market public purchase. -That means small investors throughout the different parts of the country, believing the concern to be a money making affair, are apt to buy its stock, thereby becoming patrons of the concern; and not only is that true, but they use their in-fluence in behalf of the establishment in which they seem to have a moneyed in-

#### Legislative Work.

"The National Association of Retail Grocers has done everything in its power to meet conditions as they arise. Much effort was put forth during the Congress to pass the Dixon bill, also to have an amendment to the Bankruptcy Act, to defeat the efforts of the Postal Progress League in their efforts to pass

a parcels post bill, and to assist in passing the Pure Food bill.

#### Department Store Buying.

"I believe that the time has come when the state organization should take up for the locals any difference that might appear between any other concerns that we are doing business with, and the local association affected; that if this cannot be adjusted by them that the National Association should be brought into play; that such a thing as the large department houses buying from firms whom we are trading with at a figure less than the entire trade can buy for, thereby being in a position to retail at practically our cost, should not be tolerated. Such conditions, I say, should be an impossibility, and, if persisted in, the state and nation be in a position to treat with the manufacturers who are guilty of any such practice, and be able to bring our influence to bear in such a manner as to make such conditions impossible.

"Did you ever stop to think that with all the great business boom, when the manufacturer has received his profit, and the laboring man has steadily had his wages increased, and the prices of commodities have risen in value, that the grocer is plodding along in the same old rut, on the same old percentage basis, and in many cases no percentage at all.

"Every retail merchant would like to see such progress made in the betterment of conditions which affect his business as will permit him to increase his income to the same extent that the organization of labor and capital have increased theirs.

#### Legislative Influence.

"But this can be done when you are thoroughly organized, and no sooner. Yet, the grocer, through his organization, has forged his way into the front ranks of the business men of to-day; he is respected, looked up to, honored among his fellows; he exerts a great in-fluence through his contact with the great mass of people.

"I have advised the use of this influence in the selection of the men who should represent us in the Congress just elected. There is none of us but that elected. There is none of us put that realize the fact that it is easier to acrealize the fact through pledges made complish results through pledges made before election than by all of our com-bined efforts during the session of either State Legislature or National Congress.

"It is time that we look to our own interests. To know that the man who represents us does not cater to the ele-ment that is antagonistic to the interests of the business men.

"Many complaints have come to from the retailers in all sections of the country, some complaining of short count pickles, short weight cheese and a great many complaints of a similar na-

#### The Pure Food Law-Exact Weights.

After outlining the work of the association in an unavailing effort to get Congress to place a clause in the pure food law compelling the marking the exact net weight on each package, Mr. Greene said:

"The law does not represent all this association contended for, but it is a long step in advance, and you are to be congratulated on having secured legisla-tion which will cure a large part of the

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evils which have gradually arisen in the retail trade. After accomplishing so much for ourselves in this bill, I would respectfully recommend that a resolu-tion be adopted and sent to the pure food commissioners assuring them of our support to the fullest extent of seeing that the provisions of the law are enforced, and I would respectfully recommend that everything be done in our power to enforce the law, rather than to undertake to add or amend in any possible manner.

#### The Premium Evil.

"Could the officers have the support of the entire trade for three months in the opposition to premiums, the evil would be entirely stamped out. I would respectfully call your attention to an answer to a letter received no later than November 16 which contains the following words: following words:

""We had therefore commenced packing in a large size family package this brand without chinaware or premium plan of any description. It is our desire to build up a business with this package on the basis of its high quality, and the strong advertising back of it; thought it could be done. Having a large force of salesmen, we succeeded in putting this package into a large percentage of the country retail stores, but we utterly failed in making the goods sell. In view of the retail grocers' frequently expressed objection of premium goods, we felt justified in asking the help of the retail grocers in making this package without premium a success. Notwithstanding all these efforts, the package in its original form, as stated to you in the conversation referred to, was a failure, simply because the class of consumers we endeavored to reach demanded chinaware with their rolled oats. The experiment cost this company many thousands of dollars. In the light of this experience, the only thing left for us to do, being determined that our package should sell, was to offer it to the consumer in exactly the manner he desired it. As manufacturers, we must offer our wares in the form in which they will appeal to the consumer the strongest. We, therefore, have commenced packing high-grade chinaware in this five-pound package. This means two things. First, that we have complied with your request and have packed and placed our goods on the market without premiums and they have failed to sell. We know they will sell with premiums, consequently, although against your wishes, we feel compelled to go back to

our old method of doing business.'
"I have not mentioned the firm name
of the package referred to, because I do not think it right to single out any one firm when all others are doing the same thing. I sincerely hope that some way will be presented and the matter thoroughly discussed as to how to proceed effectively. I would say if there is any other side to the question, if there is any one who believes it is a good thing any one who believes it is a good thing to give premiums with their goods or to handle goods with premiums in, let them bring forth some resolution or make some statement which will throw some other light on the subject.

#### The Dixon Bill

"In our efforts to pass the Dixon bill we were not as successful as we had hoped to be, but as soon as we began to agitate the passage of the bill an order was sent out from the authorities

saying that the employes should make arrangements for settling their accounts, and we received information, through the Washington association, that one the Washington association, that one employe had been discharged for non-payment of his bills. So that you see while not passing the bill, we brought to the attention of the authorities the fact that many of their employes were defrauding their creditors, and brought forth the order that would not have been brought forth had we not taken the steps we did.

#### Bankruptcy-Amendment or Repeal.

During the last session of Congress there was introduced a bill making it impossible for any one to take advantage of the Bankruptcy Act unless they owed more than \$300. While this was not at all satisfactory, yet we felt that it was a great step in the right direc-tion, and immediately began to use our influence and efforts toward the passage of the bill, but while we were assisted by many outside of our own organization, we were unable to remove the bill

from the committee.
"We do not wish to injure or interfere with the law as it extends to any business or affair other than our own, but we do not propose to sit idly by and see thousands take advantage of the law to defeat the retail dealer. This law never was enacted for this purpose; its

#### MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to The Canadian Grocer, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk, No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

intent was the very reverse of the use being made of it by people who were seeking to rid themselves of debts incurred for the necessaries of life. This bill was passed to protect an honest merchant. That its intent has been abused there is no question. If this bill can be amended and passed so as to provide for a \$500 clause, then I say let us use our influence in the passage of the amendment; but if we can get no redress in any other way than by total repeal of the law, then I say repeal the

#### National Grange and Parcels Post.

"It will be remembered that at their convention at Atlantic City last the National Grange voted \$10,000 to advocate and assist in the passage of the Parcels Post Bill. There seems to be but one object in view, and that is the defeat of the express companies, for-getting that the entire retail interest of the United States are placed in the greatest jeopardy—forgetting, or not realizing, that the enormous amount of money drained from the community in which the members of the Grange live, is so much of the life and wealth of that community put into the large trade centres and the coffers of the mail order houses.

"The attack on the express companies "The attack on the express companies is nothing more than a cover for their nefarious designs, thinking that by throwing mud or odium at these companies the real facts would not come to the surface. It is a mystery why a great body of intelligent men and women should not see the true inwardness and injustive of this measure. It is the duty iniquity of this measure. It is to of the National Association of It is the duty of the National Association of Retail Grocers to find some means of drawing to the attention of the people the injustice and unfair situation the passing of such a bill would cause. A combination of the retail interests must be brought about in anticipation of this great movement.

#### Organization.

"Our organization has added greatly to its numbers. Every state has had an increased attendance at their conventions, and the reports have been of the most encouraging nature.

"The future of the association is full of promise, and it will be but a short time before we shall be what our name implies-a great national association of

retailers.
"There is a tendency everywhere all lines of the retail trade to organize. Personal contact by merchants with men who understand thoroughly the needs of organization is what is needed.

#### New World of Business.

"We are slowly drifting into a new world of business, new methods and ways, and a system of education is necessary to enlighten and educate the retail dealer up to those new methods.

"The success of our association is everywhere apparent, and in the next few years we shall see every town and

state in our country organized.
"The passing of the Pure Food Bill with the guaranty clause was a great accomplishment for the retail grocers of the United States. The defeat of the Parcels Post was no less.
"We are no longer a small fraction in

organization work, but we are a fast growing and influential body, and it neeeds a firm hand, a conservative mind and withal a great kindness of disposi-tion so that we shall be flexible to all kinds of conditions.

"Don't let us underestimate our own importance, nor any acts of ours interfere with the humanizing influence which our association has sown broadcast through the country.

"Don't let us fritter away our opportunities. Let us give to our officers every assurance of our confidence and the support that will accomplish results. Let us bring our hearts into the sunshine, see nothing but the best intent

shine, see nothing but the best intent in everybody, then will our organization be ideal and a source of great good.

"Let us renew our vows to our association and to those who have entrusted their affairs in our hands; unfurl our banner to the breeze with our fundamental principles on its folds, honesty of purpose, integrity in business, and financial independence. Let us concenfinancial independence. Let us concentrate our energies to fight for that which we think right, and victory will crown our efforts."

F. W. Hudson, president of the Canada Brokerage Co., Toronto, is very ill at his home with pneumonia.

## MEN AND METHODS IN THE GROCERY TRADE

Special Staff Correspondence of The Canadian Grocer.

A member of The Grocer staff took a couple of days off last week and went visiting. His first objective point was Burlington, but the railway and radial schedule conspired to land him in Hamilton with an hour or two to spare.

W. J. O'Brien has a most attractive store on James street north, and it was the first place to attract The Grocer's attention. It is neat inside and out, and the stock showed careful selection. together, its appearance was most inviting. Mr. O'Brien knew The Grocer well—in fact he believed he ranked among the "oldest subscribers," as he had taken the paper since its first year. Punctuated by the entry of customers, Mr. O'Brien's conversation was an interesting one. He did not believe that December of 1906 was up to the average for Hamilton in the way of trade, but he considered January highly satisfactory. The Grocer was shown a dis-play of Jacob's biscuits in the window, The Grocer was shown a disand samples were tested to prove their worth. "This is my third shipment direct from Dublin," said Mr. O'Brien, "all as the result of an advertisement of Jacob's in The Grocer. I find that they sell well, and the demand is growing." Biscuits sell at remarkably low prices in the Old Country, and the prices here are sometimes double what would be for the corresponding goods in England, but Mr. O'Brien has found that the Briton who takes up his residence in Canada will pay the prices asked, even if they do seem exorbitant to him, just to have what he used to get at home. It is among these people that the imported biscuit has most sale. Mr. O'Brien has found one easy-selling biscuit in the "Alphabet" assortment that came along with the sample case. While the customer places his order for various goods, or talks on general topics, Mr. O'Brien carelessly picks out various biscuit-letters from the little glass box before him on the counter, and gradually assembles them to spell the customer's name, or something else of common interest. The visitor is attracted, and in nearly every case a sale results. Mr. O'Brien says the imported "animal" and "alphabet" biscuits show a much smaller percentage broken in shipment, in spite of the long voyage, than those made on this side of the wa-

He went on to say how important he thought it was for every grocer to read the advertisements in the trade paper. "Customers have fancies now and then, and they like to see changes or additions to the stock. The advertisements give the storekeeper ideas." The market quotations, he had found, were not always the closest obtainable, but they gave the general trend of prices, and he told how in his first year as a subscriber to the paper he had saved enough on one deal, by showing "what The Grocer quoted," to pay for his subscription for the rest of his life.

the rest of his life.

Bain & Adams' window showed to splendid advantage, in its magnificent trim of green and blue grapes—imita-

tion, but so close to nature that you could believe yourself in the vineyard.

The big store of John O. Carpenter, opposite the city hall, looked more than usually enticing, but the customers were lined up two deep inside the store and The Grocer man deferred his visit with J.O.C. until he goes that way again.

Burlington claimed some time from The Grocer. A village of a few hundreds, with half-a-dozen grocery stores, and every one of them doing well, deserves attention. Burlington has a large Summer population, and the business brought in by it is sufficient to make up for a dullness of considerable length during the Winter months, but in real. ity, although trade does fall off with the close of the Summer season, all the merchants state that there is no really dull period in the Burlington year. The village is only seven or eight miles from Hamilton, and the Radial Railway makes the city easily accessible, so that, as C. N. Murphy, whose store is near the tracks, remarked, it is necessary to sell at Hamilton prices or lose the trade. A large number of Burlington men have business in Hamilton every day, and although not actually disloyal to Burlington, they are easily tempted to buy in the city. Mr. Murphy pays special attention to the tobacco and pipe trade, while in the Summer he adds a confectionery department to his glocery business and dispenses cooling draughts to the thirsty Summer visitor.

J. Galloway & Son have a large general store nearly opposite the Gazette office. They know The Grocer, and gave its representative a pleasant reception, but had little to sav for publication.

A neat store on the corner, near Galloway's, is conducted by Mr. Hubbert, formerly in business on James St., Hamilton. Mr. Hubbert is strongly opposed to migration from the country or small town into the larger cities. His move in the opposite direction has satisfied him in every way. His expenses are small, and his trade is growing; he had a successful year during 1906, and looks forward to better things still.

We kerns & Co. have the largest store in Burlington, and it is a credit to the town. Mr. Kerns was enthusiastic about this year's January trade, and stated that collections during the month had been exceptionally good. The flour and feed business had greatly increased. He believes that this is due in large measure to the fact that he now buys direct from Manitoba millers. Mr. Kerns also put in a claim to be ranked among the oldest Canadian Grocer subscribers. He knows the president of the MacLean Company personally, and is much interested in the new venture, The Financial Post. The visitor was particularly struck with the attention paid to customers by the staff of the Kerns store. It is the kind that makes you want to call again.

The Grocer was sorry to note that W. Little, of J. E. Lawrence's store, on the lake front, was suffering from a bad

attack of la grippe. In spite of his cold, Mr. Little proved an interesting conversationalist. He thought the window-dressing department was an especially good feature of the paper.

Taylor Brothers have a good-looking store, on the lake front, where they have been located nearly a year, having opened in March last. An authority in the town says they are hustlers.

The electric railway timetable made it impossible for The Grocer representative to stop at Bronte. Accordingly he went through to Oakville, and it did not take long for him to learn that there is "something doing" there. The tusiness section of the town will gain a splendid addition when the new store of Jas. L. Hewson reaches completion. Mr. Hewson was interviewed in the midst of building confusion, as he spends corsiderable time overseeing operations, in order that the results may be completely satisfactory. Mr. Hewson's old store would do credit to any business community, but the new building will totally eclipse it. He expects to be in the new premises by the middle of Febru-ary, and asked The Grocer to call when everything is complete. The store front is particularly attractive. It is the work of the Luxfer Prism Co., Toronto, and will give the window-dresser the best possible chance to display his skill. A pressed metal ceiling and up-to-date fixtures and equipment will make the interior all that could be desired.

W. Joyce, general merchant, and T. Harker, grocer, reported a satisfactory Christmas trade. The Joyce store is a large one, and has a good situation, being nearly opposite the postoffice. Mr. Harker has occupied for the past year or so the store formerly conducted by Coote & Tuck

Coote & Tuck.

The late W. B. Smith, of the Davidson & Hay Company, Toronto, received unstinted, heartfelt praise from Mr. and Mrs. Gates, of G. Gates' grocery store. Both had known him for many years in his capacity of traveler for the firm mentioned, and had come to look upon him as a real friend. On the very morning that the announcement of his death appeared in the papers, they received a card from Mr. Smith, stating that he would call upon them that afternoon. Mr. and Mrs. Gates were not the only ones who referred to the sad addenness of Mr. Smith's death, but their conversation testified in a marked degree to the esteem in which he was held by the trade as a whole. Mrs. Gates stated that although in no especial hurry to dispose of the business, loth she and her husband feel that they have reached an age when they have carned the right to a rest, and should a favorable opportunity occur, they will in all probability retire from active business life. For the past few months Mr. Gates has been far from well, and his dill-health makes the work of conducting the store very hard on Mrs. Gates.

The Grocer met George Moulton on the street, and was introduced by another citizen of the town. Mr. Moulton is master of one of the larger steamers in the Toronto Ferry Co.'s fleet. He is engaged in this capacity during the Summer months, when the grocery business is carried on by Mrs. Moulton, but in the Winter Mr. Moulton directs his energies along business channels, and apparently makes an equally good helmsman.

The Freeston store, near the old music hall, has a most attractive appearance,

and St shop a John in Oak in the Dave

Dave keepers themsel 16-Mile trade, Henry

and o town. ¿ scribers a good firm su the Ma like mo on his he stril interest zine, eral sul it to th who im of peric another Wilson's fire wh vears a ly desti ing is 1 ports a an extr ness. I tations what th derstand have th the var in some be over tions Oakville that the ing the making able eve suffering rheumat ed to he ter now year. In Po

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and Staley's grocery and confectionery shop also has an inviting look about it.

John Wales' is one of the older firms in Oakville, and does a large business in the flour and feed line.

Dave Lebar is one of the 'ew storekeepers who have ventured to establish themselves on the west side of the 16-Mile ereek. He is a new man in the trade, and is certainly progressive.

Henry Wilson has one of the largest and oldest-established stores in the town, and is also one of the oldest subscribers to The Canadian Grocer. Like a good many others, Mr. Wilson is a firm supporter of anything produced by the MacLean Publishing Co., but, unlike most of them, he believes in passing on his knowledge of a good thing when he strikes it. He has been especially interested in The Busy Man's Magazine, and as a result has added several subscribers to its list. He brought it to the attention of the Library Board who immediately added it to their list of periodicals. The Financial Post is another paper which has attracted Mr. Wilson's attention. In the disastrous fire which visited Oakville four or five years ago, the Wilson store was totally destroyed, so that the present building is practically new. Mr. Wilson reports a splendid Christmas trade, and an extraordinarily good January business. He had noticed that certain quotations in The Grocer were not always what they should be, but could quite understand how difficult it would be to have them perfect in all lines, all over the various provinces, and realized that in some cases actual opposition had to be overcome in order to obtain quotations at all. He regretted that the hoakville grocers were not organized, that they might do their share in fighting the various combines which are making the retailers' life more miserable every day. Mr. Wilson has been suffering from a prolonged attack of rheumatism, but The Grocer was pleased to hear that he felt considerably better now than he did at this time last year.

In Port Credit, the general store of Hamilton Brothers is by far the largest establishment, and its equipment is in keeping with it. Among other things, there is a Dayton computing scale, and a Bowser oil and gasoline tank. Mr. Hamilton says they would not be without anything that saves time and labor, and they find they have struck two good allies in the articles mentioned. The Hamilton brothers subscribe for three MacLean papers: Hardware and Metal, The Dry Goods Review, and The Canadian Grocer. They report an excellent Christmas trade, and have found January, 1907, better than the same month last year. The Toronto & York Radial Railway now runs from the city to Port Credit, and The Grocer was interested to learn the effect of this upon trade in the town. Mr. Hamilton believes that not only will there be no desertion of home market for those of the city, through frequent railway service, but that the population of the town, especially in the way of Summer visitors, will actually increase. During the past Summer, even the daily visitors from Toronto increased receipts to an appre-

ciable extent.

C. Robinson was quite satisfied with the Christmas trade, although the larger part of his business is in flour and feed, which is not greatly affected by the season

#### FROM GROCER CORRESPONDENTS

#### CALGARY.

Mr. Murdoch, who has been traveling the west for Chase & Sanborn coffee, along with his brother, has taken over the grocery carried on by Brown & Knight. Mr. Brown is now a partner in the firm of Donnelly, Watson & Brown, who have bought the business of Dingle & Stewart, wholesale commission agents. Mr. Knight is representing Plunket & Savage, wholesale fruit merchants.

chants.

The Imperial Cash Grocery Co. have opened a store in the Imperial Block.

Messrs. Wilson and Holmes are proprietors

Mr. Garrett has opened a store in the opera block, Centre street. Mr. Hull has had stores fitted up in this block and rooms above.

Calgary bank clearings for week ending 17th inst., were \$1,209,737.

#### KINGSTON

In the death of Alexander Gunn, ex-M.P., and post master of Kingston, a deep feeling of regret is felt in the breasts of all Kingstonians, especially merchants, and outside of Kingston as well. A general favorite, he had a kind and encouraging word to all, children in particular. As a wholesale grocer his genial manner and good advice always drew men to him. It was a pleasure and profit to meet him. He was not the kind that would try to palm off inferior goods on you. You could depend on his word. All who can say "I am that kind of a man" hold up their right Well, never mind, we won't count this time. Alexander Gunn was a Scotchman by birth. He became a partner with the late John Carruthers in 1854. Mr. Carruthers retiring in 1872, a new company was formed, under the name of A. Gunn & Co., consisting of A. Gunn, Samuel Harper and W. G. Craig, which continued till 1905. He had the honor of defeating the late lamented Sir John A. Macdonald.
The Kingston Locomotive Works, at

The Kingston Locomotive Works, at present employing between 600 and 700 men, are to be enlarged, and will take in the old-established and well-known wholesale grocery warehouse of W. G. Craig & Co.

The Board of Trade are taking up the summer hotel problem, and it is to be hoped the bubble won't burst this time.

The Kingston Dairy School is in full blast, and with 50 students from all parts of the world makes a busy scene and is well worth a visit. The first impression one feels on entering is the great cleanliness everywhere. The students and instructors wear spotless white caps and coats, and it certainly gives one a relish for cheese and butter to see how cleanly and carefully it is handled. Prof. Mitchell, as head, is a busy man, and with Prof. Publow, in the cheese department, and Mr. Stone-

house, of Port Perry, looking after the butter, you can rest assured of good results. The Victoria Creamery, of Lindsay, is sending all its cream down to be made into butter, as the dairy cannot get sufficient from local sources to meet its demands.

The Government Dairy School at Kingston is a fine brick building, and its large lawn, with choice tufts of shrubbery here and there make it a pleasant spot to look at in summer time.

The storm of a week ago played havor along our water front. Cakes of ice are piled up for miles along the shore. in places as high at 30 feet. Our Board of Works were down feasting their eyes on iced cakes and jam, and the engineer is preparing plans and estimates for reconstruction.

Jim the Grocer thinks the Government should hold a thorough examination of canned goods. Some of the overripe tomatoes put up by some canners are not fit for human food. The death rate in Canada will certainly be increased if something is not done. The cheap lead-lacquered tin is responsible for a lot of the trouble. Nearly every can of corn or tomatoes you open, you find the bright tin-off. Where does it go? Why, into the fruit or vegetable, then into the consumer. Retailers cannot be too careful in choosing canned goods, but if it is true that labels are put on indiscriminately, what are we going to do?

Owing to the severe weather of the past few weeks, our local markets have been very small and prices consequently high. The local potato supply in stores is practically exhausted, and unless moderate weather comes people will have to use up some of the stale Saratago chips on the grocery shelves. Butter is worth 25 to 30 cents a lb.; eggs, 28 to 40 cents a dozen.

Nature sometimes shows little mercy, and Jack Frost got to work at the water pipes in Phil Haffner's grocery and cracked, ripped and tore them to pieces and spoiled a cellar full of potatoes and apples and good things to eat. We feel sorry, for Phil is a good fellow.

B. Derbyshire, one of Odessa's leading general storekeepers, has bought the handsome residence of the late Lawyer Mudie here, and will move in shortly and take a well earned rest. No one is more deserving of rest and recreation than the storekeeper who works and worsies from morning till night in feeding the hungry public.

#### ST. CATHARINES.

G. & J. McLean have made improvements to their building on James St. and now carry a large assortment of first-class groceries. These enterprising brothers, since taking over the business conducted by their mother for many

years, have greatly enlarged their scope and increased their patronage.

John J. Timmons is succeeding remarkably well in his new venture as a retail grocer.

Mr. Buchanan has transferred his baking and confectionery business from Geneva street, to James street, where he has enlarged premises, with greater facilities for his works, and a modern showroom.

Large gangs of men are at work cutting ice, which is now seven inches thick, and with teams are storing their supplies for the coming season. Brewsupplies for the coming season. ers and hotel proprietors who have ice houses, are laying in their own supply

Edward D. Voisard, a former whole-sale grocer, but later manager of the Sterling Bank in St. Catharines, has retired from that position and is living

Frederick Howse, for a number of years past a buyer for the Simcoe Canning Company in this city, who was recently appointed a sessional writer for the Ontario Legislature in Toronto, has entered on his new duties.

John Austin has opened a general meat market in the Bunting block, on King street.

There is no marked change in market quotations.

#### NEW FOUNDLAND

It is with sincere regret that we chronicle the death of Josiah Manuel, of Exploits, who died in St. Johns at the home of his daughter, Mrs. J. C. Croshie. Mr. Manuel was a typical Newfoundlander whose home was always open to his friends. He was one of the best-posted men on the colony's business to be found, and was the friend of rich and poor. Mr. Manuel was a man whose word was as good as his note 365 days in the year. His genial countenance will be missed. He leaves a widow, two sons and two daughters. The Grocer extends heartfelt sympathy to the family.

R. D. MacRae was in the city for a

few days recently. Mr. MacRae was one of the largest shippers of the staple from Labrador this year.

Your correspondent is in receipt of a

very neat calendar from the Magic baking powder commissioner, T. T. Cartwright. May his shadow never grow

Old Home tea has made a hit here. It

is a very popular tea.

Boyd & Simms, of St. Anthony, have dissolved partnership. Mr. Boyd will continue the business.

Several of our outport merchants will leave for Nova Scotia and Gloucester in search of schooners to prosecute the fishery this year.

Sydney Blandford has been appointed agent for Newfoundland for cadia Fire Insurance Company.

F. Taylor, who was on a short trip

to New York, returned by the express. W. E. Bearns, of Haymarket Square reports business as exceptionally good, his Christmas trade being very large. Mr. Bearns carries a large stock of all

Mr. Bearns carries a large stock of all kinds of groceries.
W. Duff, the manager of the Atlantic Fish Cos., Limited, who has been at Bay of Islands for the herring fishery, says his company will buy all the herring offered, which looks as though the colony could get along without the Americans. Mr. Duff returns to headquarters at Lunenburg in a few days well satisfied with the year's business. Mr.

Duff is a son of the president of the Wm. Duff Sons, Limited, Carbonear, one of our most successful outport houses.

A. W. Lake, of Fortune, arrived in the city for a few days. He reports a good year.

J. J. St. John, the popular Duck-worth St. merchant, has been under the weather but is reported much better.

R. Wright & Son are pushing the sale Marcella coffee, which is meeting with good demand.

Hearn & Co. have just received the first shipment of new laisins, which they are offering to the trade. Job Bros. & Co, are offering quite a

number of schooners for sale.

T. & M. Winter report the demand for

5-Roses flour as larger than ever. E. J. Horwood has received a large

shipment of poultry, which he is offering at attractive prices. Mr. Horwood does a large business and is very popu-

Hon. G. Knowling is offering special

inducements on tea and coffee.

Frank McNamara has a large shipment of all kinds of cattle, feed, oats, etc., just arrived.

Thos. Smyth Co., Ltd., are offering a large quantity of fruit tobaccos, cigars, biscuits etc. This company bandles large quantities of Lang's biscuits.
T. & M. Winter bave just received an-

other large shipment of Royal veast report their sales for Gillett's goods as far in excess of any previous year.

Geo Neal, the wholesale groceryman, has some fine prices on poultry. says business was never better.

#### NOVA SCOTIA

Yarmouth shippers of lobsters have had a busy season. Every steamer for Poston takes 200 to 300 crates of lobsters. The prices in Boston make it a very profitable business. The lobster canning trade has also had a snecessful season.

Wm. Law & Co. are doing a large business these days, their traveler, Mr. Wyman, covering the South Shore every three weeks.

Dickie & McGrath, of Tusket, are cleaning up their last year's busines. They report a good year for lumber, and are making larger calculation for 1997.

Parker, Eakins & Co. have received a shipment of molasses in small barrels which are very popular sellers.

A recent visitor to the city was T. T. Cartwright, special Royal yeast cake ambassador. This was Mr. Cartwright's first visit in five years His many friends in the grocery and other trades were pleased to see him and no doubt his order book showed that the trade had not forgotten him.

A. W. Banks, the perular represent tive of Emerson & Fisher, wholesale hardware dealers, has been doing the shore. His many friends-and they are legion-will be sorry to hear that he had to return home to St. John, being considerably under the weather. Everyone wishes him a speedy recovery.

W. Ross, representing a Quebec dry goods house, is making his annual January trip around the South Shore. He reports business good.

hardware. Yarmouth, is doing the shore. Tom's trade is steadily increasing.

Some fine improvements have been made of late to stores around the shore, We note particularly those of W. Mc-Millan, Lockport, and A. Cox, Shelbourne. These stores it would be hard to beat anywhere. Both do a large business.

The King Hotel, Lunenburg, is one of the best equipped hotels in the Maritime Provinces and is very popular with "the boys." Jim King knows how to run a hotel.

The Halifax and South Shore Railroad, part of the Mackenzie & Mann system, is a great boon to the merchants and travelers on the South Shore. Its trains are run on time, and with first-class accommodation. They have built very comfortable stations all along the line, which are kept warm and

One of the most attractive stores around the south shore of Nova Scotia is that of H. C. Barnaby & Son, Bridgewater. The goods are displayed with judgment and taste.

#### CHATHAM.

An esteemed citizen, a successful business man and a veteran Oddfellow passed away on Monday, January 28th, in the person of Richard Wing. Deceased was born in Hertfordshire, England, Deceased over 75 years ago, and came to America in 1855, removing from Detroit to ('hatham 42 years ago. For most of that time he conducted a bakery in the city; for the first 12 years in partner-ship with his son, William, now of De-troit, and latterly alone. He was for 35 years a member of the I.O.O.F., occupying the post of noble grand in 1866, and receiving some 10 years ago, the veteran's jewel for 25 years' membership. He is survived by a widow and six children. Edwin E. Wing, baker, of this city, is a son, while the wife of Fred W. Ward, the popular clerk in H. A. Andrews' grocery, is a daughter. The funeral took place on Thursday afternoon at 2.30 from the late residence, Centre street, to Maple Leaf cemetery, Methodist church, officiating.

The Kent Canning Co. will shortly establish a branch factory in Amherst-

burg. Hugh Malcolmson, president of the company, states that this will not in the least interfere with the local con-cern, the branch being merely necessi-tated by the extension of the business.

On Feb. 1st Harry A. Andrew, formerly of Gordon's dry goods establishment, assumed charge of Heyward's grocery, latterly conducted by Mr. Geo. Heyward, whose father, the late Andrew Heyward, formerly of Morpeth, founded the business many years ago. The deal was put through in December Mr. Heyward becomes local rep-

Jos. A. Wilson, the Queen Street grocer, has been reappointed by the Whitney Government to the West Kent License Board.

A well-attended meeting of the Chatham Fruit Growers' Association was held in Harrison hall on the 23rd, a number of matters of interest being dis-cussed. The company reported a suc-cessful year. The old officers were unanimously re-elected.

News of t

Probably succeeded counts in a of the past and prices tinue scare to 30 cents cents being wholesalers stock-takin the showin markets ar over the M year's busi and the pr

It is onl ious whole: their prosp ed number warehouses indeed St. what appli to the who ters comes

There is to the pr c.o.d. syste ment. look with templated ities. At of Trade The propo parcels po upon. Sev ed themsel that the pi cels were of the san all. The s ed bill wa posed. It was at the great disa mail order office aidin matter wa considerati

A very attracting grocers in and will n ers everyv chequer co perhaps th the case is claims he cuty than could only chequer amounting amount su the plaint thus payir \$1,308.

## NEW BRUNSWICK MERCHANTS AGAINST C.O.D. PARCEL POST

News of the Grocery Trade in the Province by the Sea—Markets Quiet—Prosperous Times—Death of a Promising Young Wholesaler.

St. John, N.B., Jan. 26, 1907. Probably the cold weather, which was succeeded by heavy snow storms, accounts in a measure for the dull markets of the past week. Sales have been slow and prices generally steady. Eggs continue scarce and are quoted at from 22 to 30 cents. Butter is firm, 21 to 26 cents being asked. The majority of the wholesalers and reatilers have finished stock-taking and are well pleased with the showing of the past year. Steady markets and good trade conditions all over the Maritime Provinces make last year's business almost a record-breaker, and the present year is expected to be an even better one

It is only necessary to visit the various wholesale houses here and note their prosperous appearance, the increased number of employes, better equipped warehouses, etc, to realize that this is indeed St. John's growing time, and what applies to this city is applicable to the whole province. From all quarters comes the same favorable report.

There is considerable opposition here to the proposal of introducing the c.o.d. system in the post-office department. The country stores especially look with distinct disfavor on the contemplated action of the postal authorities. At a recent meeting of the Board of Trade the matter was considered. The proposition to introduce a cheaper parcels post was favorably commented upon. Several of the members expressed themselves as being of the opinion that the prevailing postage rates on percels were excessive and that a lowering of the same would be advantageous to all. The second part of the contemplated bill was almost as unanimously opposed. It was thought that the retailer was at the present time at a sufficiently great disadvantage in competing with mail order concerns without the postoffice aiding by a c.o.d. system. matter was finally postponed for future consideration.

A very interesting case that has been attracting considerable attention from grocers in this section of the Dominion, and will no doubt be of interest to dealers everywhere was heard in the exchequer court here last week. What is perhaps the most interesting feature of the case is the fact that the dealer who claims he was forced to pay a higher out than should have been charged could only get redress through the exchequer court, the cost of the suit amounting to about three times the amount sued for. According to the law the plaintiff has to pay his own costs thus paying out about \$4,000 to recover \$1,308.

The case is that of L. G. Crosby vs. the King. It commenced before Mr. Justice Burbidge on the 16th and continued three days.

Hon. Wm. Pugsley and A. I. Trueman, K.C., represented the plaintiff, and E. H. McAlpine represented the Crown.

I. W. Taussig, of the Taussig Company, New York, the real plaintiff in the suit, was present with his solicitor, Leo Levy, of New York.

In May, 1904, L. G. Crosby imported from Taussig & Company, 116 casks of molasses. He represented at the customs that the molasses was in original packages in which it had been shipped from the port of production in Porto Rico, and that it had not been mixed during transportation, and the authorities accordingly entered the molasses as liable to a duty of one and three-quarter cents a gallon. They subsequemntly claimed, however, that the molasses had not been received here in the same packages in which it had been originally shipped, and that it had been mixed during transportation. Mr. Crosby was, therefore, required to pay the higher customs rate of three quarters of a cent. a pound, which increased the duty by \$1,308. The action of the customs officials was sustained by the minister of customs, but Mr. Crosby, not being satisfied, the minister referred the matter to the exchequer court. A number of witneses were examined on both sides. The plaintiff claimed that the goods were not tampered with in trans-portation. Among the Crown witnesses was Mr. V. Paddock, analyst, who testified to having found a large percentgge of sulphur in the molasses. In summing up the evidence the judge intimated that the claimants had shown that the molasses had not been mixed, and most of the argument was therefore directed toward the question as to whether in New York the molasses had been placed in other packages than those in which it had been originally shipped from Fajardo. Judgment was reserved.

A large concourse of friends followed the remains of Harry H. Fairweather to their last resting place last week. Very general regret was expressed when the announcement of the death of this well-known groceryman was made on Friday. He passed away on Thursday evening at his home, King St. east, about 10 o'clock. He was in his thirtyeight year. He was a son of the late C. H. Fairweather, one of the founders of the firm of Hall & Fairweather. He had been connected with the firm of Hall & Fairweather for twenty-one years. For over two years he represented the firm on the road, traveling in both Nova Scotia and New

Brunswick. Since the organization of the firm into a joint stock ocmpany the deceased had held the position of vicepresident. A few years ago he contracted tuberculosis and for the eighteen months had been in declining health. He sought improvement at various health resorts and last winter paid a visit to the West Indies. He was, however, unable this winter to leave his home. Mr. Fairweather possessed in a marked degree the faculty of making and holding friendships and in his work on the road as the representative of his firm was one of the most popular men traveling out of St. John. He was bright and cheerful in his disposition and won the esteem of all who knew him. He was a member of the Masonic fraternity. He is survived by his mother, two sisters, Miss Fairweather residing at home, and Mrs. Alfred Morrisey, also of this city, and one brother, Frank R., of Tilley & Fairweather.

C. B. Duffy, of Tipperary (Ireland), formerly manager of the Finn Valley Agricultural and Dairy Company, was in the city a few days ago on his way to New York to visit relatives.

Mr. Duffy has been in Canada for results of the city of dairy.

Mr. Duffy has been in Canada for nearly a year, making a study of dairying, with a view to bettering his own standing as an agriculturist. He is a graduate of the Royal College of Science, Dublin, and his faith in Irish institutions is great

institutions is great.

Mr. Duffy said that the weak point in our creamery system was that there was no provision to prevent farmers sending contaminated milk to be made into butter. He said this was a matter requiring legislation, as well as education. Asked about Ireland, Mr. Duffy said that conditions there had wonderfully improved within the past ten years. The land policy instituted by the Government had worked out well. In dairying great progress had been made. Irish butter now rivalled the famous Danish product.

The community was shocked on Tuesday to hear of the tragic death of Roy A. Nobles, a former representative of the McCormick Biscuit Manufacturing Company. He had been employed as a checker in connection with the winter port business and was burned to death in an oil shed on the docks. It is believed that he went into the shed and fell asleep after lighting a pipe and in some manner set fire to the building, which burned like a torch and prohibited all attempt at rescue. He was in his twenty-first year and had a large circle of friends. His father, D. W. Nobles, mother, a sister and brother survive.

At a meeting of the executive of the exhibition association last week it was decided to hold an exhibition in St. John during the week of September 7 to 14. Fredericton will have an exhibition the week of September 14 to 21.

W. Frank Hatheway has been confined to his home for the past two weeks with an attack of la grippe, but is recovering.

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#### SOAP-MAKING AND THE SITUATION IN CANADA

The soap situation in Canada is one of the things the grocer should keep his eye on. Pretty nearly everything that enters into the manufacture of soap has greatly advanced in price. Tallow is up 50 per cent, within the year. Rosin is higher. Soda is up. The wood for boxes has gone away up, and the price of labor has advanced perhaps more than anything else. Under these conditions it was only to be expected that the price of soap would advance or else that the manufacturer would take other means of protecting his profits. There are two other means, reducing the size of the bar, as the English soap trust did, or reducing the quality of the soap.

The weight of a bar of soap is easily determined and every grocer should know what he is selling a customer. Indeed, it would not be a bad idea if the manufacturers were required to state plainly on a bar or its wrapper the net weight of soap. Like bread, it would weigh less as the moisture in it evaporated, but the green weight could be stated.

The quality is a matter for chemical analysis.

To-day few industries are more thoroughly scientific than soap-making. The soap industry as we know it to-day is a development of comparatively recent date. Twenty-five years ago the ashman with his high-boxed wagon traveled the rural roads and gathered the wood ashes, saved against his coming. For these he would barter a few bars of very brown, resinous soap of his own boiling. Modern soap-making is based on the work of two French chemists, Leblanc, who made soda from salt, and more-especially. Chevreul, who worked out the chemistry of fats. That was

about the beginning of the last century.

Soap is a salt made by the action of an alkali upon the acid in fats. This action is termed saponification. Alkalies will act similarily upon the component acids of resin. The chemical operation involved in the cleansing action of soap is not yet very well understood, but the results are supposed to be obtained by the emulsifying action upon the greasy matters which always accompany dirt in clothes.

Soap is referred to in the Rible; and Aristophanes, a Greek writer, who lived about 434 B.C., mentions it. A soapboiler's plant was found in the tuins of Pompeii. But the art seems to have made little advance until the chemical discoveries mentioned were made. There are a lot of substances used as fillers to cheapen commoner soaps. Water is one of them. A well-made sample of laundry soap will average about 20 per cent. water, but in low-grade soaps the water may reach even 35 per cent. of the whole.

Resin is used as a filler also, but a certain amount of it is necessary. The best laundry soap is made from tallow, and it requires resin to make it stand up and give it washing quality.

and it requires resin to make it stand up and give it washing quality.

Makers of high grade soaps cannot afford to endanger the reputation of years by lowering their quality and so the price has advanced of Surpeise, Eclipse, and the laundry soap of the Crown Mfg. Co., of Winnipeg. The English soap trust was a sixty-million-dollar affair and started in to corner the market for raw material and that's what commenced the advance. There are still some manufacturers in Canada who have not advanced prices. It will be interesting to see how they will meet the situation.

2nd vice-president, Farquhar Robertson; treasurer, C. B. Esdaile. Members of council: A. A. Ayer, J. R. Binning, Geo. L. Cains, W. W. Craig, J. S. N. Dougall, Geo. A. Kohl, J. P. Mullarkey, J. L. McCulloch, Edgar McDougall, Alex. McLaurin, Alex. Orsali, and J. A. Richardson. Members of Board of Arbitration: Jas. Carruthers, Sir George Drummond, Geo. E. Drummond, W. I. Gear, E. B. Greenshields, A. J. Hodgson, F. H. Mathewson, R. W. MacDougall, Alex. McFee, John McKergow, Alex. Ramsay and Jas. Thom.

#### BOAR'S HEAD ADVANCED.

Boar's Head compound lard has been advanced &c. Prices now are: Tierces, 9\(^3\)ec.; half barrels, 10c.; tubs, 10c.; 20-pound pails, \\$2.05; 20-pound tin pails, \\$1.95; cases of 3's, 10\(^3\)ec.; cases of 5's, 10\(^3\)ec.; cases of 10's, 10\(^1\)ec.

#### SEEDED PRUNES.

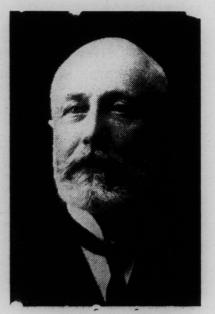
There's something new in prunes. It is a seeded prune, and the MacLaren Imperial Cheese Co. are putting it on the market in Canada for Guggenhime & Co., who have purchased the sole rights of the machine that does the trick. The seeded prunes are put up in pound cartons and a pound of them is equal to a pound and a third of ordinary prunes. It is claimed that the

seeded prune is going to revolutionize the business, because it will make the fruit much more available for pies, puddings, etc. They will retail at about two pounds for a quarter.

#### SENATOR DANIEL GILLMOR.

Montreal Coffee Man in the Red Chamber—Thorough Business Man.

Senator Daniel Gillmor is one of the letest appointments to the Senate of



SENATOR DANIEL GILLMOR

Canadian Manager of Chase & Sanborn,
Coffee Importers, Montreal.

Canada. That the new senator is a man who will satisfactorily and honorably fill the place, nobody who knows Daniel Gillmor will doubt. He is a business man of experience, one who has met and dealt with people in all parts of the country. He makes friends everywhere he goes—and keeps them, which every politician cannot always manage.

Although his business claims a great deal of his attention, in fact the greater part of it, for he is Canadian manager for Chase & Sanborn, the coffee importers and roasters, and has numerous other interests, yet he finds some time to devote to political matters. Polities run in the Gillmor family, for his father was a senator before him. In 1904 Mr. Gillmor opposed Mr. Ganong, M.P., in the race to represent Charlotte county. He was beaten, but made a great fight, considering the short time, three weeks, at his disposal before the elections came off.

Mr. Gillmor is a native of St. George, County Charlotte, where he first saw the light in 1849. There he received his education and entered the business field He becane a partner in the firm off O'Brien & Gillmor. It is some twenty years since he first came to Montreal, and during that period he has had a wide experience with men and things, experience which he will find of the greatest value to him in his new post.

#### MONTREAL BOARD OF TRADE.

George Caverhill, of Caverhill & Learmont, was unanimously elected president of the Montreal Board of



GEO. CAVERHILL

Trade at the annual meeting held Tuesday afternoon. Other officers are: 1st vice-president, Thos. J. Drummond; ize

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#### THE CANADIAN GROCER

Established - - - 1886

#### MACLEAN PUBLISHING CO.

JOHN BAYNE MACLEAN - Presiden

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#### LIST OF NEW ADVERTISEMENTS.

Anderson, Powis & Co., Toronto.
Bearns, John, Limited, Winnipeg.
Bovril Limited, Montreal.
Brown Bros. Company, P.O., Brown's
Nurseries, Ont.
Common Sense Mfg. Co., Toronto.
Empire Salt Co., Sarnia, Ont.
Lefort Importing Co., Montreal.
Redlands Golden Orange Association,
Redlands, Cal.
Taylor, John, & Co., Toronto.

#### A WINNIPEG TRIUMPH.

Winnipeg retailers have an organization that does things; they are not content with holding meetings and making speeches which result in no definite action. They are organized because they believe that things can be accomplished by united effort which would be impossible without it; and they have proved the reasonableness of their belief.

Reference has been made before in these columns to the fact that Winnipeg retailers—and particularly grocers and butchers—have been put to great expense to have their garbage removed. Garbage is removed by the city from all private residences, but the dealers were forced to remove it themselves. They were held up by the scavengers and several stores were paying \$4 to \$5 per week for service that was very unsatisfactory. This grievance was taken up

by the retail associations in the city and some time ago Secretary Coulson and a large deputation of dealers waited on the Winnipeg city council and asked that the city remove all garbage from stores and apartment blocks free of charge. The request was taken into serious consideration, and now the announcement is made that the city will remove garbage free of charge for three months. If the cost should be found to be too great to charge against the regular business tax a small special tax may be charged. In any event the city will assume the full responsibility for the removal of garbage and this was the main contention. Dealers were unable to get satisfactory scavenger service and were liable to fines in consequence. All this has been changed by united effort. The moral is obvious.

#### COMPULSORY INSPECTION NECESSARY.

Connected with the closing session of the Eastern Ontario Dairymen's convention, held recently in Ottawa, there arose a small incident which, happily, was settled in a right and satisfactory manner. A few of the cheese men present made a protest against the compulsory inspection of factories. Just why they found it necessary to do so is not at first sight apparent. It is against the interests of factorymen to oppose anything which ensures the maintenance of high quality in all cheese of Canadian manufacture. Systematic inspection of factories by competent Government inspectors is one of the surest means of keeping up the high standard of Canadian cheese. Let the cheese go out of the country in poor, and possibly unsanitary, condition, owing to lack of cleanliness in the factories, and in a very short time Canada's growing trade in dairy products will come to a standstill. One black-eye such as this would undo the work of years. The majority of the delegates present at the convention favored compulsory inspection; favored it and showed in a practical manner that they did so. They passed a resolution calling upon the Provincial Government to approve of a complete system of factory inspection. By all means let us have compulsory inspection!

#### WESTERN RETAIL CONVENTION.

Western retailers, whether members of the Retail Merchants' Association of Western Canada or not, should make a point of attending the annual meeting to be held in the board room of the association in Winnipeg on February 14th. Business of importance will come up for discussion and it is desirable that a representative gathering of western retailers should be present.

#### GROCERY TRADE NEEDS A LEADER

A grocer is a grocer pretty much over North America and trade conditions are not much affected by the international boundary line. In the States, however, there is a powerful organization, the International Association of Retail Grocers, composed of state organizations, which in turn are made up of hundreds of local associations. The tenth annual meeting was held last week in Dallas, Texas

In Canada there is here and there a local organization. But to what purpose.? A speaker at Dallas said the locals were like the letters of the alphabet. Singly they were of little moment but together they were the greatest force in civilization.

Some grocers in Canada are alive to the importance of organization. They will read with interest President Greene's address showing the year's activities. The association took an active part in the pure food law campaign; it has fought the mail order houses' parcels post schemes; it has agitated for a better bankruptcy law, and it has dealt with many internal trade questions.

Why hasn't Canada such an organization.? Because the grocers here are not ambitious enough. The need to-day is for a grocer with broad conceptions of the duties and functions of the grocery trade and with energy to take the lead for a national organization.

#### SIC 'EM.

"The trouble with some business men," remarked a manufacturer who is well known for his enterprise and business enthusiasm, "is that they are lacking in the quality of energy. A man cannot do anything in business unless he has got some energy about him, and the more he has the better. There are some dogs that will bark at a tramp but the moment the tramp makes a movement towards them they will turn tail and get around the corner of a house. Take a fox terrier, on the other hand, and sic him on, and he gets right down to business and sails right in. When I hear business men talking in gloomy tones and displaying apathy, I just say, "Sic 'em. Sail in and tackle your difficulties."

#### P. C. LARKIN FOR SENATOR.

The Globe's Ottawa despatches of Tuesday contain the interesting information that P. C. Larkin of Salada tea fame is mentioned among others for the vacancy in the Senate, occasioned by the death of Senator Dobson. As an aggressive and successful business man Mr. Larkin would be a notable addition to the august body in the Red Chamber.

both sa sumptio

canned revelati

## Markets and Market Notes

#### QUEBEC MARKETS

POINTERS-

Fish—Revised.
Teas—Very firm:

Evaporated apples-Strong.

Montreal, Jan. 31, 1907.

Business during the week was not so good as it has been of late. Orders are very fair in size, but are not numerous. Grocers are apparently well supplied for the present. Probably most of the larger Montreal jobbers are just as glad that this is the case for they are now in the depths of stock-taking. The grocery market, taken as a whole, is practically without feature. In canned goods there is little that is new. Teas are exceedingly firm, and it is not now possible to buy at anything but good, round figures. Sugar is steady at prices quoted. There is not, from present indications, likely to be any change in prices. When figures do move, however, it is likely that they will go upwards. Currants are advancing slowly but surely. Reported as arriving in the city this week are a few lots of seeded raisins. Nuts are without change. Evaporated apples are still quoted around the sam figure, but an advance is likely to occi any day. Beans are still firm at quo ed prices.

quo d prices.
C flections are said by some houses to e satisfactory, but other jobbers say they have the greatest difficulty in collecting their outstanding accounts at

the moment.

SUGAR—That sugar has about reached bottom is the general opinion expressed in the trade. It is not thought that prices will go any lower. From present indications the market will likely hold steady for some little time, but, of course, there is no telling what may happen to change the course of events.

Granulated, bbls		
" t-bbls	4	1 35
" bags		15
Paris lump, barrels		85
" half-barrels		85
" boxes, 100 lbs		75
11 11 hower 50 lbs	3	85
" " boxes, 50 lbs		
Extra ground, bbls		60
" 50-1b. boxes	4	70
" 25-lb. boxes		80
Powdered, bbls		4)
" 5J-1b. boxes	4	60
Phoenix	4	20
Bright coffee	4	1 00
" yellow		1 05
No. 3 yeilow	4	1 05
No. 2 "		90
No. 1 " bbls		3 80
No.1 " bags		75

SYRUPS AND MOLASSES — Trade is normal. Syrups are moving out as usual. Molasses is quiet except for a slight consumptive demand.

Barbadces, in puncheons	
" in barrels	0 3
" in half-barrels	0 3
New Orleans	0 22 0 3
Antigua	0 3
Porto Rico	0 4
Corn syrups, bbls	
" ½-bbls	0 (
" -bbls	00
41 401 th mails	0
38} lb pails	14
20 1D pails	10
Cases, 2 lb tins, 2 doz per case	19
" 5-lb. " 1 doz. "	
" 10-lb. " doz. "	
" 20-1b. " 1 doz. "	2 2

TEAS—Continued firmness characterizes the tea market. The manner in which the situation holds continually

strong is surprising. All teas, practically, are stiff as to price, and it is difficult, if not impossible, to obtain goods unless good, high prices are paid. Ceylon greens are high. They are now three and four cents higher than they were eight or nine months ago. Japans are also exceedingly firm.

Japans - Fine	0 23	0 30
Medium	0 20	0 23
Good common		0 18
Common		0 17
Ceylon - Proken Orange Pekoe		u 33
Pekoes		0 20
Pekoe Souchongs		0 30
India-Pekoe Souchongs		0 18
Ceylon green - Young Hysons		0 20
Hysons		0 17
Gunpowders		0 14
China greens-Pingsuey gunpowder, low grade.	0 11	0 15
pea lear		0 22
" pinhead	0 30	0 35

COFFEE—The coffee market is quiet rather than otherwise. Sales are not large, but for that matter big business is not expected at this time of year.

0
30
22
10
11
13

FOREIGN DRIED FRUITS—Trading is rather quiet, but there is always something of interest going on in this market. Spot stocks of currants are still very limited, both locally and in New York. Liverpool prices have been adhanced is. owing to the fact that the 10 per cent. reserve stock in Greece is now being drawn upon. Some arrivals of raisins are reported this week. Stocks, however, are not large. Valencias are now about cleaned up. Inquiries for seeded have been numerous and some sales are said to have been made at good figures. In California, according to one authority, there are at present not more than 150 cars of raisins and 500 cars of prunes. Filberts are a little lower, but otherwise nuts are without change.

Fine off-stalk, po Selected, per lb Layers,	er1b			0 (91	0 09 0 10 0 10
Dates— Hallowees, per l					0 06
					0 23 0 17 0 17
Malaga Raisins— London 'ayers "Connoisseur C Royal Buckingha" "Excelsior Wine	lusters " 1-box Molusters,"	½-boxes boxes			2 25 3 00 1 00 1 37 4 50 5 50 1 50
Californian Raisir	The second second				1 50
	fancy feede choice seed: 3 crown 4 crown	d, 1-lb. pl	kgs		0 11 0 101 0 09 0 11
Prunes-				per	r lb.
40-50s 50-60s 60-70s 70-80s 80-90s					0 091 0 09 0 (81 0 08 0 07 0 07 0 (61 0 084
Oregon prunes (	French style)	, 60-70s 90-100s 100-120s			0 071 0 06 0 051
Currants— Filiatras, unclea Fine Filiatras, p	er lb., in cas				0 08 0 08 0 08 0 09

Sultana Raisins—		
Sultana raisins, per lb	0 1/2 0	12 13
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes 0 13	0	15
Four crown, fancy, 10-lb. boxes 0 09	0	10
Three crown	0	410
Glove boxes, fine quality, per box		10
Fancy washed figs, in baskets, per basket 0 15	0	18
" pulled figs, in boxes, per lb 0 15 " stuffed figs, " box 0 25	0	20
" stuffed figs, " box 0 25	0	30
SPICES-Manufacturers are busy	7 9	nd

SPICES—Manufacturers are busy and the jobbing trade is doing something in general lines. Prices are steady.

	rer	ID.	
Peppers, black	0 16	0 25	
Peppers, black	0 25	0 32	
Gipger, whole	0 16	0 20	
" Cochin	0 17	0 14	
Cloves, whole	0 17	0 371	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 101	
Nutmegs		0 55	

EVAPORATED APPLES — A firm market rules. Prices are fluttering and there is an upward tendency to the market. Figures quoted by wholesale houses have not changed materially during the week, 10c. being the price asked by most houses yet. Some demand 10½c—and get it, too.

and get it, too.

PEELS—Higher prices are expected.

Quotations have been withdrawn by English houses

Citron peel, per lb	0 20	0 21
Lemon peel, per lb		0 12
Orange peel, per lb.		0 12

BEANS—Beans are stronger this week than they were at the time of last report. Prices rule firm.

RICE AND TAPIOCA—Rice is featureless. Tapioca is selling fairly well in small lots at 7½c. One dealer reports a satisfactory sale of a carload in a wholesale way this week.

3 rice in 10 bag lots	3 05	
B rice, less than 10 bags	3 15	
Crice, in 10 bag lots	. 2 95	
Crice in less than 10 bag lots	3 05	
Capioca, medium pearl	0 071/2	

MAPLE PRODUCTS — Business is satisfactory and prices are steadily maintained.

Maple syrup, bulk, per lb	0 11	0 12	
RAW FURS-Prices quoted rer			

changed.	
Bear, black 4 00	12 00
Raccoon 0 50	1 50
Fisher, dark 5 00	7 00
Otter, dark and fine	25 00
Marten, dark 3 00	5 0)
Mink, dark 2 25	5 00
Fox, red	7 00
Weasels 0 10	30
Skunk	0 60
DRUIR	0.0

#### CANNED GOODS

Montreal—Considering the season, business in canned goods may be considered satisfactory. Grocers are in most sections well supplied, but occasional orders are received for certain lines in need of replenishing. There is some talk to the effect that the consumption of Canadian and American canned salmon has fallen off in England to a great extent since the Chicago disclosures and the general upheaval which followed. This news is late in arriving at this side, to say the least.

Toronto—Some jobbers here report an unusual demand for canned goods,

factor. an incr to the or toma to tom bers ar for ther selling getting to adv quoted are still was a Winnipe Peaches for high for 21's Strawbe hands a Group No.
"Canadahoe" a Group No. 2 "Lynny" "Thistle

Apples, star pre star star Blueberries—2's, stan 2's, prese Gals., st

Group No. 3 . "Globe, brands.

Gals., st.
Cherries—
2's, red,
2's, '' |
Gals., re
2's, black
2's, ''
2's, white
2's, ''
Currents—

Currants—
2's, red, ]
Gals., rec
Gals., rec
2's, prese
2's, black
2's, prese
Gals., bl
Gals.
4'
Gooseberrise
2's, H. S
2's, prese
Gals., std
Gals., std
Gals., std
Gals., std

Lawtonberri 2's, H.S. 2's, prese Gals., sta Peaches — 1's, yello 2's, yello

> 2g s, white 3's, pie... Gal., pie, Gal., pie, Pears— 2's, Flem 2's, Flem 2's, Bartl 2's, Bartl 3's, Bartl 3's, Bartl 3's, pie, n

Gal., pic Pineapple— 2's, glice 2's, grat 2½'s, wi Florida Singapo

2's, light
3's, light
2's, heav
2's, heav
3's, heav
Gal., sta

2's, light 3's, light 2's, heat

0 09

#### THE MARKETS

both salmon and vegetables. The con-sumption of salmon it is thought, is still being increased by the distaste for canned meats following the Chicago revelations. The high price of fresh meats and pork products is another factor. Some jobbers think they see an increased consumption of peas due to the low price as compared with corn or tomatoes. The firm feeling in regard to tomatoes continues and some jobbers are demanding the recent advance. bers are demanding the recent advance for them, although most lines are still selling at old prices. Some fruits are getting scarce and holders are inclined getting scarce and holders are inclined to advance prices. Blueberries are quoted as high as 95 to \$1', though they are still obtainable at old prices. There was a sale of a carload of gals. for Winnipeg at \$4,25 f.o.b. Toronto. Peaches also are being held by some for higher prices, \$2 for 2's yellow, \$3 for 2½'s yellow and \$3.10 for 3's yellow. Strawberries are said to be changing hands amongst jobbers at \$2.50.

"Canada First," "Little Chief," "Log Cabin," "Horse- shoe" and "Auto" brands, also all private brands.
Group No. 2 comprises— "Lynnyalley" "Maple Leaf" "Kent" "Lion

"Thistle,"	and "Gran	d River'	brands		
Group No. 3 co.	mprises— "Jubilee,"	"White	Rose,"	and	"Deer"

. "Globe," brands.	"Jubilee,"	"White	Rose,"	and	"Deer"
	FRI	JITS.		Group No. 1	Groups No. 2
Apples, standa preser tanda	rd, 3's ved, 3's ord, gal			. 1 324	1 05 1 30 2 90
28, preserve	dd			. 1 45	0 921 1 421 4 65
Gals., red p	pitted pitted ot pitted itted it pitted it pitted it pitted			1 771 2 271 1 771 2 421	2 25 1 75 8 90 7 40 2 25 1 75 2 40 1 90
Currants— 2's, red, H.S. Gals., red, s Gals., red, s 2's, preserve 2's, black, H 2's, preserve Gals., black	olid pack tandard d LS d , standard olid pack			1 82½ 2 02½ 1 92½ 2 15	1 80 7 40 5 15 2 00 1 90 2 121 6 65 8 15
2's, preserve Gals., stand	dardpack		•••••	2 40	2 15 2 37 6 50 8 50
Lawtonberries— 2's, H.S 2's, preserve Gals., stand	d			1 80	1 771 1 95 5 50
Peaches -	(Anta)				

2s, not pitted. 1 77½ Gals., red pitted. 2s, black, pitted 2 27½ 2s, '' not pitted 1 77% 2s, white, pitted 2 42½ 2s, '' not pitted 2 42½ 2s, '' not pitted 1 92½ 2s, '' not pitted 1 92½	1 75 8 90 7 40 2 25 1 75 2 40 1 90
Currants—     2s, red, H.S.       2s, red, solid pack     1       Gals., red, standard     2s, preserved       2s, preserved     2 024       2s, black, H.S.     1 925       2's, preserved     2 15       Gals., black, standard     15       Gals.     " solid pack	1 80 7 40 5 15 2 00 1 90 2 121 6 65 8 15
Gooseberries—  2s. H. S	2 15 2 371 6 50 8 50
Lawtonberries—       2s, H.S.       1 80         2s, preserved.       1 97½         Gals., standard.       1 97½	1 77½ 1 95 5 50
Peaches —     1 72k       1k s, yellow (flate)     1 72k       2s, yellow     1 92s       2k s, yellow     2 65       3s, yellow     2 90       3s, yellow (whole)     2 42k       2s, white     1 77k       2k s, white     2 55       3s, white     2 75       3s, pie     1 32k       Gal., pie, poeled     4 62k       Gal., pie, not peeled     3 72k	1 70 1 90 2 62 2 87 2 40 1 75 2 52 2 72 1 30 4 65 3 70
Test     1 671       2s     Flemish Beauty     2 023       2s     Flemish Beauty     2 024       3s     Flemish Beauty     2 17       2s     Bartlett     1 82       2s     Bartlett     2 22       3s     Bartlett     2 37       3s     pie     not peeled     1 32       Gal., pie     poeled     4 02       Gal., pie     not peeled     3 42	1 65 2 00 2 15 1 80 2 21 2 35 1 30 4 00 3 40
Pineapple—       2s, sliced       2 02½         2s, grated       2 12½         2½s, whole       2 82½         Florida 2's, aliced or grated       Singapore, 1½s, aliced         2½s, whole       2½s, whole	2 00 2 10 2 80 2 60 1 50 2 30
Plums, Damson—     2s, light syrup     1 20       3s, light syrup     1 721       2s, heavy syrup     1 35       2s, heavy syrup     1 671       3s, heavy syrup     1 971	1 17½ 1 70 1 32½ 1 65 1 95 3 35
Plums, Lombard—     2s. light syrup.     1 25       3s, light syrup.     1 75       2s. heavy syrup.     1 40	1 224 1 276 1 376

2a's, heavy syrup.       1 72a         3's, heavy syrup.       1 97a         Gal., standard       3 57a	1	70 95 55
Plums, greengage—     2°s, light syrup.     1 30       2°s, heavy syrup.     1 45       2°s, heavy syrup.     1 72½       3°s, heavy syrup.     2 00       Gal., standard.     3 87½       Plums, egg—     387½	1 1 1	271 421 70 971 85
2's, heavy syrup	1	70 97 30
Raspberries, Red	1 5	52½ 75 95 65 65
Raspberries, Black—       2s. black, H. S.       1 773         2s, preserved       1 924         Gals., standard.       " solid pack	1 5	75 90 40 40
Strawberries	2	50 15 40 15
VEGETABLES.		
Asparagus— 2½'s, tips, California		90 77½
Beets— 2's, sliced, sugar and blood red 2's, whole, 3's, allced, 3's, whole, """	0	02½ 92½ 25 15
Beans— Fancy brands	01	85 32±
Gals.       " 3 92½         2's, refugee or valentine (green).       0 87½         Gals.	3	90 85
2's, crystal wax 0 97½ Red kidney, 2's 1 05 Lima, 2's 1 30	1	95 021 271

#### LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 31, 1907. BUTTER - Steady demand locally at unchanged prices. CHEESE-Situation without change. EGGS-Very firm market.

PROVISIONS-No change since report. Abattoir dressed hogs quoted \$10.00 to \$10.25.

Corn-				
Gal., on cob	· · · · · · · · · · · · · · · · · · ·		0 95	0 921 4 65
Carrots-				
2's			0 971/	0 95
3'8			1 0717	1 05
Cabbage—				0 90
Caulifiower-			0 82/2	0 90
Caulinower-				
2's 3's			1 471/2	1 45
		• • • • • • • • • • • • • • • • • • • •	1 8/1/2	1 85
Parsnips-				
2'8			0 971/2	0 95
3'8			1 071/2	1 05
Peas-				
1's, extra fine sif	bed		1 091	1 00
2's, standard			0 874	0 85
2's, early June			0 971	0 95
2's, sweet wrinkle	ed		1 021	1 00
2's extra fine sift	ed		1 274	1 25
Gals., No. 4			3 921	3 90
Pumpkins, 3's			0 95	0 921/4
" Gal			3 021	3 00
Rhubarb-				
2's, preserved			1 90	1 174
3'8 "			1 971	1 95
Gal., standard			2 771	2 75
Spinach-				
2's			1 45	1 401
3'8			1 20	1 421
Gals			5 171	1 85 5 17
			n ria	0 11
Squash-				
3'8			1 20	1 171/2
Gal			3 52 1/2	3 50
Tomatoes-				
2's		1		0 971/2
3's, all kinds		1	20	1 171/2
Gals., all kinds		3	621/2	3 60
	SAUCE,	ETC.	1-1-1	
Comato sauce, l's				0 50
28			0 80	0 83
" " 3's				1 00
Thili sauce same as to	mato sauc	6.		
Jatsups, tins, 2's			0 75	0 90
" gal				4.50
Jugs			7 70	12 00

FI,		
Lobster, talls.  " 1-lb. flats.  " 4-lb. flats.  Mackerel.  " Scotch		3 85 4 00 2 00 2 25
Salmon, Fraser River Sockeyes— 1-lb. Talls, per doz. 1-lb. Flat, 1-lb. Blat, 1-lb. Blat, 1-lb. Sockeyes. Northern River Sockeyes. Cohoes, per doz. Humpbacks, Sardines, French 1's  Portuguese 1's Portuguese 1's P. & C., 1s. P. & C., 1s. P. & C., 1s. P. & C., 1s. Domestic, 1's.  Mustard, 2 size, cases 50 ti Haddies, per doz. Kippered herrings, domestic. imported. Herrings in tomato sauce, domestic. imported.	ns, per 100	1 65 1 75 1 40 1 40 0 14 0 25 0 37 0 35 0 38 3 75 4 00 1 10 1 20 1 00 1 35 1 60 1 00 1 35 1 60 1 00 1 35 1 60 1 00 1 35 1 60 1 00 1 35 1 60 1 00 1 35 1 60 1 00 1 35 1 60 1
		1 30 1 30
68,		2 50
	Per dozen ti	na
Chicken, Is, boneless Turkey, Is, Turkey, Is, Tongue, Is, Innch Soup, 2s, giblet 2s, tomato 3s,	3 20 3 20 3 20 2 05 1 00 1 45	3 10 3 10 3 10 3 20 1 95
Pig's feet, 1's, boneless		1 40 2 50
ONTADIO III		

#### ONTARIO MARKETS.

POINTERS-

Most markets steady. Sugar-Uncertain. Good demand for canned goods. Trade generally quiet.

Toronto, Jan. 31, 1907.

The new year seemed to start off with a rush, but things have settled down and the usual report this week is that trade is quiet. But collections continue satisfactory. Some jobbers here say the demand for canned goods is unusual at this season. The firm feeling continues, especially in regard to tomatoes and there is a tenderon to inside and there is a tendency to insist on \$1.17½ as the bottom price. Sugar is quiet and the situation does not show a strong leaning either way. Considerable shipments of prunes are arriving here now and prices are on a basis lowhere now and prices are on a basis low-er than fruit bought now could be sold at. Sultana raisins in Turkey are three times the price they were for the crop before the price they were for the crop before the present one and the price con-tinues to advance. The seed business has not yet waked up, but something is expected to be doing shortly. Hides are lower, tallow is higher, and most furs are moving upward.

are moving upward.

SUGAR—The market is quiet and there is some difference of opinion here as to the probable course of the market. Some jobbers would not be surprised at a slight decline, but representatives of the sugar interests assert that at present prices the refiners are losing money. To substantiate that it is said the refiners had declined unusually large orders for refined at present quotations. quotations.

quotations.

The market in raws continues about steady, Cubans being still considerably below the parity of European beet. This is probably due to the rapidity with which the Cuban crop is being harvested. At the end of last week 172 centrals were grinding, against 169 the week before, and 120 last year. Receipts at six shipping ports for the week were 56,000 tons, against 45,000 tons the week before, and 23,000 tons the corresponding week last year. Stock in is-

#### THE MARKETS

land was 102,000 tons, against 31,000
tons last year, but considerably more
than this stock is already contracted for
shipment, so that no actual unsold stock
has vet accumulated in the island. The
present basis for raws at New York is
21c. c. and f., for Cuban centrifugals, 96
degrees test. Refiners are still willing
to pay that, but sellers are asking 1-32
more.
waris lumms in 60-lb boxes 4 95

Paris lumps, in 50-10. Doxes
" in 100-lb. " 4 85
St. Lawrence granulated, barrels 4 30
Redpath's granulated 4 30
Acadia granulated 4 30
Berlin granulated 4 20
Phoenix 4 30
Bright coffee 4 17
Bright yellow 4 15
No. 3 yellow 4 15
No. 2 " 4 00
No. 1 " 3 90
Granulated and yellow, 100-lb. bags 5c. less than bbls.
SYRUPS AND MOLASSES- Prices

SYRUPS AND	MOLASSES-	Prices	
are unchanged.			

are ui	Remain	Sea	•											
Dark														
Medium													U	. 5
Bright											0	28	0	42
orn syr	an bbl	ner	lb								٦.		0	U
OLD BALL	-bbls	POL											0	(3
**	kegs	66											0	U:
	2 col	mail	s, each									•	i	40
**	2 gal		B, CAUL								•	••	î	00
**			(in 2 d										i	15
	5-lb.		(in 1	OZ. C	asc	Pe	11	90°	• • •	••		•••	2	40
			in i			-			••	••	•	••	2	3
	10-lb.					-				••				25
	<b>20</b> -lb.		(in {							••				-
dolasses											•	90	0	35
New Orle	sans, me	ediur	n				• • • •		•••		٧,	30	0	
			bbls.						• • •	•	,			50
Barbado	es, extra	a Ian	су					•••		••	ň	20		60
orto Ri	30								• • •	••	Ň	40		35
West In	dian									••	U	30	U	30
daple sy	rup-													
mperial	ota												0	87
-gal. can	400												0	95
-gal. car	a nergi	al											1	00
Barrels.													0	75
-gal. Im													4	50
-gal. III	p. Drane		Case										5	10
	**	per		****									5	60
-gal												70	6	Of

TEA—London mail advices of Jan. 18 say: The market has proved unequal to the heavy strain placed upon it during the last fortnight, and has shown a distinctly weaker tendency, especially during the last few days, all grades being very irregular with frequently lower quotations. The exports of Indian and Ceylon tea from Great Britain during last year were 41,877,150 pounds, against 27,945,783 pounds in 1905. It is most gratifying to see that some of the largest foreign markets are drawing such heavy supplies from London, the chief increase being in Russia.

Locally tea is in good demand and trade is active.

COFFEE—The market is quiet. Brazil crop receipts have fallen off and are only half what they were a few weeks ago. Locally, prices are unchanged.

DRIED FRUITS—Considerable ship-

DRIED FRUITS—Considerable shipments of prunes are now arriving on this market and prices are corrected to a slightly lower basis for this fruit. These prices are firm because the orders cannot now be duplicated at the coast. Higher prices are looked for. Other lines of dried fruit are firm. There has been another advance in Sultanas on the primary market. A mail advice to P. L. Mason & Co. states that absurdly high prices are asked for mere sweepings. The prices are now three times what they were in September, 1905.

10: 10:-	Per 1b 0 04;		Per	r lb.
30-100a,50-lb t 80-90a 70-80a	0 06 0 06	60-70s, 50-lb boxe 50-60s	0 10	0 07 0 07 0 09 0 10
Note-25	lb. boxes tc. his	gher than 5) lb.		
LOMUL	0 11 0 12	Oitron		
Apricots, per Peaches,	lb	··· ··················	0 25	0 26
Figs- Elemes, per Tapnets, "	lb		0.18	0.15

Ourrants— Fine Filiatras ( 08 0 (8) Patras 0 (81/2) 082 Uncleaned, 2c less.	Vostizzas 0 091 0 10
Raisins— Sultana	0 121/4 : 15
" Fancy	
Valencias, selected	
Valencias, selected	0 09 0 094
Seeded, 1-1h nackets, fancy	0 11 0 114
" 16 oz packets, choice	0 102 0 11
" 12 oz. " "	0 101 0 11 0 09 0 09
Dates-	
Hallowees 0 05	Fards choicest 0 09
Rairs 0 042	" choice 0 08
Rairs 0 042 Domestic evaporated apples	0 09 0 19}
NUTS-Prices are	
Almonds, Tarragona, per lb	0 15 6 134 0 15

**	Formiget						0	198	
11	shelled Va	lencias					0	3	0 35
Walnuts.	Grenoble Bordeau						0	124	0 13
"	Bordeau	. "					0	10	0 11
**	shelle	d					0	27	0 28
Pilherta	per lb							-	0 11
ecens r	er lb						•••		0 17
COBILE, I	MOL ID								0 00
Dun mile m									
Brazils, p	er lb			• • • • • • •					0 20
(The fo	llowing q	uotatio	ns o	n pea	Luts	are	for	880	k lot
(The foreen. F	llowing q	uotatio	ns o	n pea	Luts	are	for	Bac	k lot
(The foreen. Felected	llowing q or roasted Spanish.	uotatio	ns o	n pea	ruts	are	for	880	k lot
(The foreen. Helected	llowing q or roasted Spanish ners and	uotatio	c.)	n pea	r.uts	are	for	880	0 08 0 09
(The forces). Felected	llowing q or roasted Spanish ners and	uotatio	c.)	n pea	r.uts	are	for	880	0 08 0 09 0 09
(The former of the former of t	llowing q or roasted Spanish.	uotatio d add 2 suns	ons o	n pea	Luts	are	for	880	0 08 0 09

#### SPICES-Prices are steady.

	Per 1b.
Peppers, blk	 0 25 0 50
Ginger	
Nutmeg	 0 45 0 75
Cream of tartar	 0 25 0 35
whole	 0 17 0 20
Mixed pickling spices, whole	 0 15 0 20
Cinnamon, whole ground	

#### RICE AND TAPIOCA—Prices are unchanged.

Rice, stand. B. Rangoon Patna. Japan Java.		0 03½ 0 05 0 06 0 06	0 034 0 034 0 056 0 074 0 07
Sago. Carolina rice Tapioca, medium pearl double goat		0 07	0 07 0 10 0 07½
BEANS-The market is ea	asv		

Beans, hand picked, per bush	1 50 1 45 0 07
SEEDS—Business is expected to	

SEEDS—Business is expected to revive after the 1st of February. The only change is a slight advance in fancy red clover.

#### 

Red Clover—		
Faccy	8 25	8 50
Fancy No. 1 No. 2	6 35	6 75

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

#### Timothy—

Flail th es	hed, wight unhu	l e 1		2 00	2 35
Lots to 24c.	containing a lb.	seeds	bring	from	11c

...... 1 65 1 85

HIDES, WOOL AND FURS — lides are lower, lamb skins higher, and tallow is slightly advanced. Furs also continue to advance.

Hides, inspected, oow and steers, No. 1	0 11
" No. 2	0 10
Country hides, flat, per lb., cured.	0 0 1
" " green	0 08
Calf skins, No. 1, city	U 12
" No. 1, country	0 11
Lamb skins	1 35
Horse hides, No. 1 3 50	3 75
Rendered tallow, per lb 0 05	0 054
Pulled wools, super, per lb	0 25
" OTTER "	0 27
Wool, nawashed fleece	0 15
Wool, unwashed fleece	0 25

Pulled wools, super, per lb			0 25
" extra			0 27
Wool, unwashed fleece		0 24	0 25
FURS.			
	No.	1,	Prime
Raccoon	5	00	1 50 7 00 4 50
" pale	-	50	4 50

Fox, red	8 00	4 00
" cross	3 00	10 00
Lynx	5 Ou	8 00
Bear, black		1 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8,00
Skunk, No. 1		1 10
Marten.	3 50	20 00
Muskrat., fall		0 17
" Winter		0 23
" western	0 12	0 17

#### MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 24, 1907.)

In spite of the cold weather and snow blockades the railways are still accepting freight from the wholesale houses for all western points. Deliveries are, of course, very uncertain and complaints are numerous from all parts of the country of the difficulty in getting supplies. The unfavorable weather is retarding both wholesale and retail trade, and it is sincerely to be hoped that present conditions will not long obtain. Commercial travelers are still at various western points and business is suffering not a little from the present tie-up of the transportation systems.

Evaporated apples have been advanced sharply to 10½c. per lb., an advance which was not unexpected owing to the scarcity and high prices of all foreign dried fruits.

dried fruits.
"Golden West" soap has been advanced 5c. per case by the manufacturers.

CANNED GOODS—Owing to the scarcity and high prices of all dried fruits there is an unusually heavy demand for all lines of canned fruits. Canned pork and beans are quoted at lower prices, which will be noted below.

#### FRUITS.

				No. 1	No. 2 & 3
Apples—gallons, per d 3-lb.	loz			. 3 24	3 20 2 44
Cherries-					
red pitted, per red unpitted, black pitted, white pitted,				. 3 73	4 78 3 73 4 78 5 (8
Currants— new. red, 2 de black					3 88 4 08
Gooseberries-				4 53	4 58
Pears- 2's, F.B., per	2-doz. ca	ase		3 58	3 53
3'8, "	"			4 69	4 64
Peaches — 2's 3's					4 03 6 09
Plums—					
Damson, 1's Lombard, 1's	"			2 73	2 58 2 68 2 78
Greengage, 1	8			2 00	2 10
Pumpkins— 3's	**			2 29	2 24
Pineapples— 2's, sliced, 2 c 2's, whole, 21's, whole,		s, per case	·		4 20 3 75 4 60
2's, grated,	"	"			4 40
Raspberries— red (new) black (new) Strawberries gallon, per de Blueberries, 2's, gallons,	oz per case			3 78	3 73 3 73 4 75 6 80 2 10 2 15
	Gón	lwil ie's G	oods.		
Strawberries, pe	r case				3 10
Red raspberries, Red cherries,					2 60
Red currants	**				2 60
Black currants Lawtonberries					2 60 2 60
Dawtonounce	171	GETAB			
Beans-	**	GELADI	JES.		
golden wax, refugee.				1 98	1 93 1 98 2 13
Corn— 2's				2 13	2 08

No. 4) 2's
(No. 3) 2's
(No. 3) 2's
(No. 3) 2's sw
(No. 1) 2's ex
succotash—
2's
Beets—
whole,
sliced,
whole, 3-lb,
sliced, "
spinach—
2's, per doz.
3's
gallon, per d
Asparagus, per d
Fomatoes—
per case
Beans, golden w
refugee
SUGAR—
decline earl
Montreas granula
"
"
wallaceburg, in
Berlin, granulate

Lump, hard, in t

Icing sugar in bl

Powdered sugar,

Beaver Braud, 2 l
10 5
10 20
Barbadoes molass
New Orleans mol
Porto Rico molass
Blackstrap, in bbl
5 5
5 6

FOREIGN
of several li
are running
experienced
At present
been greath
ing been di
porated app
continue un

EVAPOR. has been ad lb. in 50-lb. boxes.

CANDIED advanced to Lemon, per lb.... Orange "Citron " ....

obtaining some of the in California per lb., are Winnipeg at tions are:

ontario honey, 5.

California honey 1

RICE, TA
the recent re
are quoted a
Japan rice, per lb
Rangoon rice, per
Patina
Taploca, per cwt...
Sago, per lb.....

H. P. Edwith his far to be gone t

Peas-						
(No. 4) 2 (No. 3) 2	l's sweet w				98	1 93 2 13
(No. 2) 2 (No. 1) 2	's extra fir	rinkle ne sifted			28 2 78	2 23 2 73
Succotash—	"			5	2 63	2 58
Beets- whole,						2 08
sliced, whole, 3	-lb., "					2 28 2 64
sliced, Spinach—			•••••		•••	2 84
2's, per c	loz			3	13	3 08 4 04
gallon,	per doz per doz		• • • • • • • • • • • • • • • • • • • •			11 10 · 2 89
Tomatoes-					2 79	2 71
Beans, gold	en wax				1 98 1 98	1 93 1 93
SUGA	R-No	chan	ge in	price	sine	ce the
decline	early i	n Jan	uary.	We	quot	e:
Montreal gr	anulated,	in sacks				4 90 4 85 4 50
Wallacehur	in sac	ks				4 45 4 80
Berlin, gran	in sack	bbls				4 75 4 70
Icing sugar	in bbls	sacks				4 75 5 50 5 70
" "	in boxes.	uantitie	8			5 70 6 10
Powdered s	ugar, in bi	is		• • • • • • • • • • • • • • • • • • • •		5 30 5 50 5 55
Lump, hard	in sn	all quar	ntities	· · · · · · · · · · · · · · · · · · ·		5 60 5 60
Montreal gr  yel Wallacebur, Berlin, gran Icing sugar Yowdered si	in 100-lb	Cases			• • • • • • • • • • • • • • • • • • • •	5 60
	PS A		IOLL			
syrups						
demand.	Quot	ation	s are	dos con		2 25
Syrup "Oron	wh Dianu,	5-lb tin	s, per 1	11	e	2 70
"		20-lb tin	s, per i s, per i , per lb. rup, per	"		2 6)
Rangay Dwa	nd 9 lb tir	Sugar sy	rup, per	lb		0 031 0 031 3 10
Beaver Bra	10 4	" 1	11			
Rarhadoes	20 ,	" A-bble	"			3 30 3 2) 0 40
Barbadoes i New Orlean Porto Rico Blackstrap,	s molasses i	in 1-bb	is, per lb			0 031 0 041 0 31
Blackstrap,	in bbls., p	er gal				0 31 0 33
"	5 gal. b					2 25
of sever			D FR			
are run	ning lo	w an	d diff	ficulty	wi	ll be
At pres						
been gr	eatly 1	essene	ed, th	e de:	nand	hav-
ing beer	n diver	ted t	o cor	n sy	rups,	eva-
continue	uncha	inged.	canne	u mu	its. i	Tites
EVAI has been	PORAT	ED A	PPL	ES-	The	price
has been	n adva	nced	sharpl	y to	1010	e. per
boxes.	10-10. D	oxes,	and	1040.	m	20-10.
CAND	HED P	EEL	S-Pr	ices	have	been
advance	d to fo	ollowi	ng fig	ures		
Lemon, per Orange "Citron "	1b					0 13 1/2
Citton	EY-Ow					0 24
obtainin some of	g sul	plies	of	Ontar	io l	oney,
some of	f the l	ocal	house	s hav	e b	ought
in Calif per lb., Winnipe	are la	ying	down	their	goo	ods in
Winnipe	g at	compe	eting	prices	s. (	uota-
ontario hor	e . ney, 5-lb.	tins per	case.			8 75
California h	10-1h. noney 1-1b.	glass ja	rs, 2-doz	case		8 65 4 80
"						0 40
	" 10-lb.	tius, 1-d	oz. case			10 0
BICE	10-1b. 10-1b. 10-1b. 10-1b. 10-1b. 60-1b.	tius, 1-d " 3 d " per	oz. case			10 10 0
RICE the rece are quo	nt redu	IOCA action	in J	SA	GO-	Since

H. P. Eckardt, Toronto, has gone with his family to Egypt, and expects to be gone three months.

 Japan rice, per lb., owt. lots.
 0 04½

 1 50-lb. lots.
 0 05

 Rangoon rice, per lb.
 0 94 0 04½

 Patna
 0 04

 Taploca, per owt.
 7 50 7 75

 Sago, per lb.
 0 04

#### SALT AGREEMENT ENDED.

Manufacturers Withdraw From Dominion Agency and Each Sells His Own.

Two years ago the salt manufacturers of Ontario agreed to place their product in the hands of a selling agency and the Dominion Salt Agency, London, was created for that purpose. The agreement ended yesterday at midnight and to-day every salt manufacturer is disposing of his own product. This means also that the salt agreement with the Grocers' Guild is at an end. The product thus controlled represented 90 per cent. of the salt output in Canada.

For three years prior to the agreement just ended the salt trade was in the hands of the Canadian Salt Co., of Windsor, and R. & J. Ransford, Clinton. During 1902, 3 and 4, these two firms by arrangement took the entire output of the other producers. The production began to increase and the new arrangement was made.

The Toronto Salt Works have the Toronto representatives of Dominion Salt Agency and they continue to handle the output of Canadian Salt Co., Windsor, and haps of another large producer.

Just why the selling agreement has been terminated has not been made clear. It is claimed that prices have not been enhanced by it and that competition will not cause any decline in the price of table salt, though from to-day some lines of common salt may be a little lower. Price lists are not yet available. The cost of raw materials has advanced greatly so that the profit on salt is claimed to be already pretty fine.

The Dominion Salt Agency comprised R. & J. Ransford, Clinton; the Canadian Salt Co., Windsor; and the Empire Salt Co., Sarnia. The agency purchased and sold the salt made by the Saginaw Lumber & Salt Co., of Sandwich, the Sarnia Bay Lumber & Salt Co., Limited, of Sarnia, the Western Canada Flour Mils, Limited, of Goderich, and the Ontario People's Salt Co., Limited, of Kincardine.

Some American and English salt is brought into Canada, but the American duty is high enough to prevent Canadian producers doing any business south of the border. The Canadian duty is 5c. and 6½c. per cwt. and the American 8c. and 12c. Twenty years ago large quantities of Canadian salt were sold in Chicago for packing purposes.

#### NOVA SCOTIA NEWS.

Halifax, January 29, 1907.

Michael Dwyer, of the firm of John Tobin & Co., wholesale grocers, gave a brief review of the past year's business of the wholesale grocery trade in this province, at the recent annual meeting of the Halifax Board of Trade. Mr. Dwyer, who is chairman of the board's wholesale grocery committee, said: "Business generally is on a most satisfactory basis, in fact it was the best for years. The volume of trading was larger, the collections good, bad debts fewer, and the markets generally favorable. During the year many opportunities offered for making money in the staple products handled by the trade."

ned goods, both in the city and at outside points. There is an abundant supply of case eggs on the market, but the sales are now very slow, and the price prevents free trading. For good stock 27 cents is quoted, but other stocks can be bought from 24 to 25 cents. The receipts of butter are small and the weather conditions are against any prospective increase.

The Canadian Government's contribution for the Kingston earthquake sufferers and the sailing of the steamer Bota from Halifer with marking the sufferent Halifer with marking the steamer Bota from Halifer with markets.

in a healthy condition and the volume of business passing is quite large for the season of the year. The price list is practically stationary in all lines.

There is a fairly good demand for can-

The Canadian Government's contribution for the Kingston earthquake sufferers and the sailing of the steamer Beta from Halifax with supplies, was a good thing for the wholesale grocers and the commission men of Halifax, as will be seen by the following supplies which were purchased here and shipped on the steamer: 500 barrels flour, 200 barrels corn meal, 100 barrels white beans, 100 bags split peas, 100 bags rice, 200 barrels No. 1 Family Pilot, 50 barrels mess pork, 50 barrels family beef, 200 cases corned beef, 100 cases condensed milk, 50 cases preserved salmon, 50 cases lard 50 tubs butter, 25 cases cheese, (small size), 200 barrels potatoes (Cornwallis), 200 tierces codfish, 200 barrels herring. The value of the shipment was about \$16,000.

#### CHAMBER OF COMMERCE MEET-

C. A. Chouillou has been re-elected president of the French Chamber of Commerce, Montreal, at the annual meeting held in the Board of Trade. Other officers elected were: Vice-president, G. des Etangs; secretary, A. F. Revol; treasurer, J. Salone. The council was re-elected by acclamation. In his address the president called attention to the prosperity of Canada, and to the good work being done by the Chamber. Trade relations between Canada and France are rapidly developing. It is hoped that in the near future a new commercial treaty may be made with France whereby trade between the two countries will be increased.

#### THE LATE SENATOR DOBSON.

The late Senator Dobson, whose death occurred last week, was for many years a leading grocer and liquor dealer in Lindsay. He was an Irishman and lived for a time in the States before coming to Canada. He was of a very genial temperament and everywhere popular.

#### FOR SALE GROOERY AND BAKERY BUSINESS

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

## **COMMON SENSE**

KILLS Roaches and Bed-Bugs
Rats and Mice

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

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

Write for prices.

## CEYLON BLACK TEAS

#### SPECIAL INDUCEMENT TO PROMPT BUYERS

The market has advanced considerably on medium grades. We have made heavy purchases when the market was low, and are in a position to offer bargains which will prove interesting.

50 Chests 95 lbs. Pekoe, "WILMOT," 13 1-2c. lb.

16 Chests 83 lbs. Orange Pekoe, "KARAGHATEME," 17c. lb.

13 Chests 83 " " HATHMATE," 18c. lb.

16 Chests 90 " " DEHIOWITA," 19c. per lb.

Three per cent thirty days, if you are in the market.

THEY ARE WINNERS

ASK FOR SAMPLE

CO

\$1,000

G

FC

## L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

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

## There's Starch and Starch

And—if you think about the matter for a couple of seconds you'll arrive at the conclusion that most particular women insist on

## IVORINE

because they have proven it a thoroughly genuine article the starch par excellence.

Are you Featuring "IVORINE"?

ST. LAWRENCE STARCH CO.

PORT CREDIT, ONT.

of Current Literature Between Two Covers You'll be Interested in What is Said Below.

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

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

## The Busy Man's — Magazine —

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

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

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

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

Get in your subscription in good time.

The MacLean Publishing Co., Limited

#### **CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, lc. a word each nsertion.

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 ents must be added to cost to cover postages, etc.

#### YEARLY CONTRACT RATES.

100	words each	insertion.	1 year \$30 00
**	11	"	6 months 17 00
	44	"	3 months 10 00
50	**	**	1 year 17 00
11	**	"	6 months 10 00
25	**	"	1 year 10

#### REPRESENTATIVES WANTED

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

#### **AGENCIES WANTED**

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

WANTED agencies for British Columbia or Pacific coast cities, by live firm. Address Box 431, Victoria. [6]

#### FOR SALE.

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

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

FOR sale or to let—Grocery store in good country town, turnover \$16,000 per annum. Good reasons for selling. Address S. F., Box 9, Milton, Ont. [8]

ROCERY and Confectionery Businesa, turnover twenty thousand dollars per annum; selling owing to ill-health—must be sold at once. Address Eli Gillings, Ridgetown, Ont.

#### SITUATION VACANT.

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

## Spare Time Work for Boys

We will provide not only the work, but the capital as well, to start any bright capable boy making money after school hours and on Saturdays.

We want several new boys in your district to act for

#### OUR PUBLICATIONS.

We will send the first supply of 5 copies free, to be sold. After that a special price. The work is easy; no money required to start. Write and we will send you supply at once and full instructions.

The MacLean Pub. Company 10 Front St. E., TORONTO, ONT.

## **Expert Bookkeeping**

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

PERCY P. DAVENPORT 622 Mointyre Block, - - WINNIPEC, MAN.

## Square your accounts

## ENGLAND.

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

#### BUSINESS CHANCE.

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



High-class goods well advertised and neatly displayed command a ready sale

which is only one of the reasons why you should stock

## **Gold Standard** Java and Mocha

"The-Chaffless-Coffee"

Pound Tins, -40c. Two-Pound Tins, 75c.

> Fresh roasted daily and packed by

> > THE

Codville-Georgeson Co., LIMITED

Winnipeg and Brandon, Man.



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in 1/4 Cross Cases

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

Ask Your Wholesale Grocer for It

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

Before buying

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

## You Are Interested

in any proposition which will bring you in a substantial profit. For that reason we can interest you right away. You are going to have a splendid opportunity to buy goods you need most urgently at prices which cannot be equalled in this country. Values are the best imaginable.

## In Teas

How are stocks? Prices are away up and likely to remain there. We bought heavily when prices were low; that's our policy—we can give our customers the benefit of our buying in this way—and consequently can offer you now exceptional values in Japan Gunpowders, Ceylon Greens, Ceylon Orange Pekoes, Formosa Oolongs, Foo Choo Scented Teas, Assam Bengal English Breakfast Teas, and some very special bargains in Congous. Full information on request.

## In Our Assortment of Canned Goods

You will find every popular brand. A full range of tomatoes, corn, peas, strawberries, peaches; in fact every line nameable is carried in cur warehouses.

Better order at once. You know that prices are advancing, and before you have another such opportunity they are likely to be prohibitive.

# You Would Be Surprised

did vou know what a really splendid stock of dried fruits we have. Raisins, Valencias, Sultanas, Malagas, the best in every instance; Currants, the finest values obtainable; Evaporated Apples, choice stock at reasonable figures; Peels—orange, lemon and citron, fresh goods. Also a complete range of Nuts at attractive prices which cannot fail to arouse your buying interest. Pranes—California (size 40/50 to 90/100) and Oregon in 25-lb. and 10-lb boxes, 5-lb., 3-lb. and 1-lb. packages.

Wonder why we make all these splendid offers? We're Stock-Taking. If you are a wideawake grocer this information will be worth money to you.

# Laporte, Martin & Cie, Ltee,

"The Grocers' Wholesalers"

MONTREAL

are adva sent

> Appl Blue

Pear Pear Egg

of k

the

# Canned Fruits

are selling well now and will sell better as the season advances. Look over these prices, and if you can use any, send us an order.

Apples, gallons -	\$2.35	Rhubarb, Preserved,	<b>2s</b>	- :	\$1.00
Blueberries, 2s -	1.00	" gallons	•	-	2.50
" Preserved, 2s	1.10	Strawberries, Is	•	•	1.20
Peaches, yellow, 2s	1.90	Pineapples, Singapor	e, slic	ed, 1½s	1.40
Pears, gallons -	3.40	66		le, 1½s	
Egg Plums, 2s -	1.10	"	gra	ted, 2s	1.40
Plums, gallons -	3.25	" Bahama,	slice	d, 2s	1.80

# Salmon

Here's another line that should command the attention of buyers, because we can assure you that good Salmon at this price will not be plentiful two months hence.

Choice quality pink Salmon, talls, \$1.00

When ordering Salt remember that Diamond Crystal is the brand of the Salt that's all Salt.

# H. P. ECKARDT & CO.

WHOLESALE GROSERS

**TORONTO** 

# Our English Brawn

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

Undoubtedly Wins Trade and Holds it

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

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.

PORK AND BEEF PACKERS

TORONTO

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

Cheese 701-

IN THE NEAR FUTURE.

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

F. W. FEARMAN CO., HAMILTON

# CORONA

**Kettle Rendered Lard** 1 POUND BLOCKS

ALSO IN

**PURPLE PAILS** 

3s, 5s, 10s, 20s

Best in Canada

The Montreal Packing Co.

MONTREAL, P.Q.

Who Are **Your Friends?** 



The grocer whose customers are his best friends has been featuring

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

with the Ryan guarantee well to the front. Does this mean anything to you?



The WM. RYAN CO., Limited

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

Chees during houses 1 correspo Monday a little week, t buyers quoted ruling other h to obta underst hold or not anx stocks ing this one pric fully re that no the ma

House some t thing a lots cha are ma price sl now. ing its ders never r they ar of a fo ing whi Stock every v ed in a

going o there holding show to by diff figure of many the for rect. shipme than din 1908 be acci boxes York. cheese 11.934

boxes Ever doubt. as it is satisfie things

# Dairy Produce and Provisions

#### CHEESE AND BUTTER BULLETIN.

Cheese still holds firm. Last week, as during the past month, the market was in a very healthy condition. Montreal houses have been in receipt of cables and correspondence from English firms from Monday to Saturday. The market was a little stronger the first part of the week, though not much, than it was from Wednesday to Saturday. Possible buyers on the other side have not been quoted a figure any lower than has been ruling for the past while, but on the other hand it is difficult at the moment to obtain higher prices. English houses understand that Canadians will ask and hold out for high prices, but they are not anxious to buy as long as they have stocks to last for the time being. Proving this, their cables held around the one price for a considerable time. They fully realize on the other side, however, that no easy feeling is the feature of the market in Canada.

Houses in Montreal have been doing some trading among themselves, but have not succeeded in obtaining anything above 13c. Several good sized lots changed hands at this figure. There are many who are anxious that the price should not be higher than it is now. The evil of selling ahead is making itself felt. Some have booked orders at prices for which they could never possibly buy at this date, and if they are to fill their contracts they must do so at a loss. To these, talk of a fourteen cent market gives a feeling which can be imagined.

Stocks are becoming lighter with every week. Shipments of actual sales to the Old Country have been maintained in a remarkable manner and the result is that stocks held in Canada are going down by leaps and bounds. While there has been more or less talk of holdings running out before the end of the season, actual figures would tend to show that the amounts at present held by different houses if totalled would figure out at nearly 100,000 boxes. In many quarters stocks have been estimated at as low as 75,000 boxes, but the former figures are more nearly correct. It is interesting to note that shipments from December 3, 1906, to January 26, 1907, inclusive, were less than during the corresponding period in 1905-06 by over 100,000 boxes. To be accurate, the shipments this year were 143,022 boxes, against 244,448 boxes last season. Shipments via New York, a large percentage of which cheese is Canadian, have also fallen behind. Figures for this season are 11,934 boxes, and for 1905-06 15,351 boxes.

Everything considered, no one can doubt the fact that the cheese situation as it is to-day is a very healthy one, and the majority of produce men are quite satisfied with the manner in which

things are going.

Butter this week is steady. The market has apparently recovered from the slight weakness which was experienced recently and is now in good condition. It is difficult to obtain prices even a shade higher than those ruling, but the figure which is accepted as the ruling

price to-day is obtainable easily enough. The fact that stocks are not really heavy is sufficient guarantee in itself that the market is not likely to break very much. Large rolls are more plentiful this week and sales are reported good locally. Considerable creamery is held and is regarded as good property.

Week by week receipts of butter and cheese are dwindling until they are becoming insignificant. Only 22 boxes of cheese arrived week ending January 26, and 628 packages of butter. Total receipts of cheese from May 1 last to date are 2,348,749 boxes, and of butter 603,695 packages.

#### PROVISION SITUATION.

Despite a very unsatisfactory season for Canadian bacon in England the price of hogs is not getting down very fast, and George Puddy, of Puddy Bros. Toronto, on Tuesday expressed the view that on account of the high price in the States the price here would not go below 6c. "Next week," he ventures, "the price might be 10c. higher or 10c. lower." Last week the price was unsteady and ranged between \$6.35 and \$6.65, though \$6.35 was the nominal price. This week it is steady at \$6.35 except in Eastern Ontario, where western and Montreal interests overlap; there the price is \$6.50 and farmers would not hesitate to acclaim that competition is the life of trade.

This week deliveries promise fair. Last week in Ontario they were 32,000, which is said to have been 5,000 more than the week before.

The situation in England is "rotten," to use the expression of a large packer. No one seems prepared with a reason

why. "The market has got on its back and won't get off." Canadian bacon is bringing less money than any other bacon in the world and there really isn't any explanation. "Prices went down last October and the packers haven't yet been able to get them up. Canadian hogs are to-day the cheapest in the world yet one packer averred yesterday that the Canadians were losing 2c, a pound on bacon marketed in Great Britain." That would be 8s. a cwt. The spread between Danish and Canadian is now 5s. or 6s. a cwt. Sometimes the prices are even and the Canadian has been known to be ahead. Danish and Irish deliveries in Great Britain at present are moderate. Logically the market should be in favor of Canadian but the facts are against us.

The inexplicable vagaries of the English market are partly accounted for by the fact that especially in London which is the important market for Canadian bacon, it is a habit of the retail trade to advance or lower the price 1d if any change is to be made at all. That is 8s. or 9s. a cwt, and offers considerable latitude for vagaries.

In the United States last week the market for hog products did not vary materially until near the close, when it advanced quite sharply on buying of ribs and lard by the Cudahy Packing Company, while receipts of hogs were liberal early in the week but fell off the latter half, causing an advance in raw material. The packers seemed to be still on the bull side of the market and supported it, early week, on the weak spots and bulled it later on the strong. Stocks, so far this month, however, have increased for meats and pork, though they have fallen off for lard, which is attributed to the operations of the pure food law which compels the disuse of all adulterations in packages branded as pure.

#### PROVISION AND DAIRY MARKETS.

#### MONTREAL MARKETS.

PROVISIONS—Compound lard has been advanced since last report. The situation at present is a healthy one. Orders are numerous, if not large. Considerable Easter trade is being done.

Lard, p	ure tiere	es				U 1: 1
	**			56-lb, t	ubs ( 12	0 121
	11		20.1h no	ils, wood .	0 101	
	**		- 10 1b. pa	- CO IL-	0 121	0 101
	**	case	8,10-10. UII	s, 60 lbs. ir	1 case	0 12
			5-lb.	" "		0 121
	66	"	3-1b.	"		0 124
Lard, o	ompoun	d tierce		. <b></b>	0 (9	0 091
**	**	tubs			0 091	0 10
**	"			d		2 (5
**	44					1 95
"	11			,6)1bs. in o		
**	**	11	5-lb.	,0,100.100		0 10 1
"	**	"	3 lb.	"	0 092	0 103
Wood n	et, tin p	ackages	s, gross we	ight—		22 00
America	an shor	t out cle	a.P			21 (0
						23 50
						0 16
Hams					0 13	0 154
Extra n	late hee	f ner h	hl		12 50	13 00
P		-, 20, 0				*0 00

BUTTER—Dairy in tubs is a new line of butter quoted this week, the price asked being anywhere between 19c. and 20c. Receipts are heavy enough, but demand is such as to easily take care of all arrivals.

Choicest creamery, salt, 56 lb. boxes . . . . . 0 25 pound prints . . . . . . . . . 0 25½

# 

CHEESE—The cheese market is in an exceedingly healthy condition. Things are booming. Good steady demand comes from the Old Country, and holders on this side are very strong in their ideas. They are inclined to wait for higher prices, and from indications now apparent they are likely to obtain a higher figure if they hold their stock a sufficient length of time.

EGGS—It will be noted that prices are a little easier this week. Fresh eggs are quoted one cent lower. Receipts have been continually heavy for the season, and as a result there has been a decline. Storage eggs are gradually being cleaned up.

 Storage, selecta, doz
 0 27

 Storage, No. 1, doz
 0 23

 Pickled, doz
 0 21
 0 22

 New laid, doz
 0 30
 0 32

HONEY-More honey than usual is being used owing to the fact that cheese

#### BUTTER, CHEESE, EGGS

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

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

#### SALT

SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. GOOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENT FOR THE DOMINION SALT AGENCY

## BUTTER -- EGGS

-WE ARE-

## **BUYERS and SELLERS**

Correspondence solicited from ONTABIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

#### BROOMS RUSHES ASKETS

WOODEN WILLOW

Paper Bags 기술 Wrapping Paper 기술 Grocer's Sundries

WALTER WOODS & CO.

and butter are high in price. Quotations hold steady.

 White clover comb honey
 0 15 0 16

 White clover, extracted time
 0 11 0 12

 Buckwheat
 0 09 0 10

POULTRY—Fresh killed stock is easily disposed of at good prices, but the frozen goods are not in demand. Prices hold steady all round.

Turkey, per li	fowls, per lb	0 13	0 14
Geese, per lb Ducks, "		0 09	0 10 0 10

#### TORONTO.

PROVISIONS—Trade is inactive and prices are unchanged except that lamb is firmer and dressed pork is a quarter lower.

Long clear bacon, per lb 0 112	0 112
Smoked breakfast bacon, per 1b 0 15	0 15a
Roll bacon, per 1b 0 11	0 114
Small hams, per lb	0 15
Af - 3 ber 10	0 15
Medium hams, per lb	0 14
Large hams per lb 0 13	
Shoulder hams, per lb 0 11	0 111
Backs, plain, per lb	0 16
" pea meal	0 17
Heavy mess pork, per bbl	20.00
Short cut, per bbl	24 00
Lard tierces per lh	U 12
" tubs "	0 121
' pails "	0 12
" compounds, per lb	12 0)
	8 50
Beef, hind quarters 7 50	
front quarters	6 00
" choice carcases 6 50	75)
" common 4 00	5 00
Mutton 0 08	0 10
Lamb 0 11½	0 121/2
Hogs, street lots 8 75	9 25
Veal	0 104
7 Cal 0 U3	0 104

BUTTER—The situation and prices are unchanged except in regard to second choice dairy. Receipts of this line are heavy and commission men find it hard to dispose of. It is accumulating here. Merchants outside have been holding in the hope of better prices and it is coming forward now considerably faster than the market can absorb it. Creamery solids shipped to England, returned to Canada, and made over into prints have been sold on this market at a price that paid the English importer 2c. to 3c. a pound better than if he had sold it on the English market. It brought nearly the highest creamery price

	Per lb.				
Creamery prints	0 26 0 27				
solids. fresh	0 25				
Dairy prints, choice	0 23 0 24				
" ordinary	0 20 0 21				
" rolls, large choice	0 21 0 22				
" tubs, choice	0 21 0 22				
Baker's butter	0 18 0 19				

EGGS—The market seems to have passed the critical point. New laid are lower and not in very great demand, and storage eggs slightly higher.

This means that storage stocks are so curtailed as to be well in hand.

Eggs	strictly	y	ne	w	1	8ic	1)	,												0		28	0	3	)
"	fresh .	•••		•••		• •		•	•		٠.							•	• •	0	i	2±	0	2	ה ה
	pickled									• •		• •			• •								U	4	ñ

CHEESE-The market is firm at unchanged prices.

3 3 4			rlb.
Cheese,	fine September large	 	0 14
	" twins	 	0 144
**	later makes, large	 0 134	0 14
"	" twins	 0 13	U 14

HONEY—Prices are firm and stocks are limited.

Honey,	strained.	60 lb tins		0 11	
	**	10 lb tins		0 12	
**	**	5 lb tins		0 12	
**	in the co	mb, per doz	2 00	2 50	
Buckwh	eat hone	, per lb	0 5	0 06	
**	**	in comb, per doz		1 50	

POULTRY—The market is very unsatisfactory. Commission men say they never saw so much poultry coming forward at this season and so little demand. Before Christmas the farmers held off to wait for higher prices, and the opportunity seems to have passed. The Hebrew demand for live hens and the Chinese demand for live ducks is holding up the prices at these points, otherwise the market is lower.

Old fowlLive Weight.				
Old fowl	0	08	0	
Ducks Young chickens	0	12	0	13
Dressed weight.				
Old fowl	0	07	0	09
Ducks	0	11	0	12
Young chickens	0	10	0	11
Geese	0	09	0	10
Turkeys	0	11	0	121/

#### WINNIPEG MARKETS.

Owing to the general tie-up of the railways and the continued cold weather produce of all kinds is held ficmly at prices quoted. Orders from the retail trade are being filled almost entirely from storage stock and fresh supplies from country points are not to be obtained in any but the smallest quantities.

BUTTER—In brisk demand. Supplies on hand are not very heavy and prices are firmly held at present high level. We quote:

Oreamery primes, per lb.  " solids, fresh, per lb.  Dairy prints, choice,  ordinary,  Bakers' butter.		0 29 0 25 0 23 0 19
CHEESE-Prices continue lows:	as	fol-
Cheese large, per lb		0 15 0 1 1 0 14

EGGS—Fresh and new laid eggs are very scarce. Prices to the retail trade continue as follows:

**潫蒤蒤蒤蒤蒤蒤蒤蒤蒤蒤蒤蒤蒤蒤** 

New laid per doz	0 30	0 35
Selects, per doz	U 26	0 27

LARD-As noted last week, the tierce basis is now 124c. We quote:

Tierce h	asis. De	r 1b		,	0 12
Small	nackag	es take th	ne followir	ng advance:	 
50-1h ti	Packer	ner th	TO TOHOWIL	is with since.	0 10
00 15 4	I WALLS,	per to			
20-10 (11	paus,	in 83-10. c	ases, per l	b	 0 00
lu-lb.	*	in 60-lb.	"		 0 '00
5-1b	**	••	81		0 00
3-1b.	**	**	**		0 01
	2				
20-10 ne	t white	wood Dat	ils. per lb.		 0 00

Mr. Bay Hill, the energetic secretary of the Hamilton Association, is still working hard to show the grocers why it would benefit them to be organized.

W. H. Millman & Sons' advertisement offering Burlington tomatoes at a given price will prove interesting to the wholesale trade and to retailers also. It may he a sidelight on the tomato situation.

# Lunch Tongue

One of the choicest delicacies for the housewife when the "unexpected visitor" comes is

## Clark's Lunch Tongue,

prepared under the most careful supervision and ready for use.

Retailers may be assured that every can of these goods is guaranteed in the strongest possible manner, backed up with a record of many years of successful manufacturing.

## CIRACE JACQUOT **CANADIAN AGENCY**

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

## CIRAGE JACQUOT

the best known on earth.

**Write or Phone for Quotations** 

## LEFORT IMPORTING CO.

No. 56 St. François Xavier St. MONTREAL

Telephone Main 76

31 25 22

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#### **EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO:

PROVISIONS

POULTRY

CEREALS

LIVERPOOL, Produce Exchange Bldg

This space \$15.00 per year.

JAMES MARSHALL

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

HENRY COLBECK

NEWOASTLE-upon-TYNE.

nvites consignments of green and dried
truits. Newcastle is the centre of one of the
argest mining and industrial districts in the
United Kingdom, with a population of upwards of 2,000,00 within a 20-mile radius.

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

DAVID SCOTT & CO.

Rst. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of

A. C. DOUGHTY & CO.

Head Office, 39 Eastcheap, LONDON.

PROVISION IMPORTERS

Invite consignments of Bacon, Hams,
Butter, Chesse and Poultry. Telegraphic
Address: Avouching, LONDON. Codes:
A.B.C. 4th and 6th editions, Al, Western
Union. Highest References.

This space \$15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels.

Telegraphic Address—"VINCENTELLI," Antwerp. A.B.O. Codes.

General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and va ustions made on fresh or canned fruits, fish, pork and beef meats.

Beet attendance on consignments.



Combined Ready to Use



Something Everybody Enjoys

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

HOW IS YOUR STOCK?

The demand is brisk.

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

**擽ӂӂӂӂӂӂӂӂӂӂӂӂӂӂӂӂӂӂӂ** 

THE

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

NEW PLANT means BETTER GOODS.

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

TRY our Corned Beef and Roast Beef.

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

**EVERY TIN GUARANTEED** 

NICHOLSON & BAIN, WINNIPEG AND CALGARY

#### CEREALS AND CONFECTIONERY

Wheat is Further Advanced—Business East of the Lakes Greatly Curtailed for Want of Supplies—C.P.R. Short of Engines Instead of Cars.

While the Chicago bulls are killing next year's winter wheat crop in the South Western States, there is a real scarcity of Western wheat in Canada east of the great lakes. The Canadian Pacific will not promise shipment out of Fort William under two months. Practically everything stored east of the lakes is sold and awaiting shipment, much of it on order a month ago. G. R. Crowe, Winnipeg, president of the Northern Elevator Co., in a recent interview in a Winnipeg paper, stated that what the C.P.R. wanted was not cars but motive power. Information in Ontario bears out that statement. The company has just placed an order for a hundred locomotives but it's a year late. An eastern grain merchant has bought by all-rail since the close of navigation 14 cars of western grain. Last year in the same time he bought 130 and this year he could have sold many more could be have secured delivery.

Last week the visible supply of wheat in North America decreased 729,000 bushels from 45,360,000 bushels to 44,631,000 bushels against an increase a year ago of 42,000 bushels. The total on Jan. 28 was 5 million bushels less than a year ago.

Flour is still unchanged in price for the domestic trade, though the export basis is advanced a few cents. Trade generally is good and steady.

#### MONTREAL.

GRAIN—Oats are very strong. An advance is noticeable. Corn has not advanced since last report, but the mar-

The GRAY, YOUNG & SPARLING CO., Limited

## MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

ket is firm. There is no demand for peas, prices for which are purely nominal.

No. 4 barley, sto	re		 	 0 53
Feed barley, No. 2 white oats	store	3	 	 0 52
No. 3 white oats	44		 	 0 43
No. 3 white oats		*****	 	 0 42

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

NAP. 6. KIROUAC & CO., OUEBEC

Receivers and Shippers of Oats.

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

## Are You Gontent?

FLOUI

in some

er quart

Prices re

Extra..... Straight rolle Royal House

Manitoba sp

ROLLI

place in

asked fo

Fine oatmea Standard oa

FEED

48 High

Walte

Establi

Branc

for feed

Cars ar

with the flour you are handling?

If not, get a shipment of

#### Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

# LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering

## McLAUCHLAN'S

## Cream Soda Biscuits

MoLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Ganada

#### QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

## GROCERS WANTED — Who Want More Business

Your business will be steadily progressive if you place our Barley on your order sheet NOW—and keep it there.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

## CORONET ROLLED OATS

Bulk Only

Quick Shipment

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

## WINDSOR SALT

Verret, Stewart & Co., Ltd., Montreal

Agents Eastern Ontario and Province of Quebec

COX'S

INSTANT POWDERED

GELATINE

An old friend in a new guise.

Saves time and trouble

Canadian Agents:

J. & G. COX,

C. E. Colson & Son, Montreal

D.Masson & Co., A.P. Tippet & Co., Gorgie Milis,

**EDINBURGH** 

No. 4 white oats "	0 41
New No. 3 yellow corn "	0 16
No. 2 peas, basis 78 per cent. points	0 80

FLOUR-Good business is being done in some sections, but reports from other quarters inducate but a fair trade. Prices remain without a change

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

ROLLED OATS—A decline has taken place in rolled oats. \$2.15 to \$2.20 is asked for 90-pound bags to-day.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated " "	2 40
Gold dust commeal 98 lb bags	1:75
Rolled oats, 90-lb. bags, 2 15	2,20
" 80-lb. bags 1 90	
" bbls 4 6)	
Ohoice boiling peas 1 00	1 10

FEED—A continued strong demand for feed is the only noticeable feature. Cars are more scarce than they have

48 Highest Awards In Europe and America

# WALTER BAKER & CO.'S



preparations are AB-SOLUTELY PURE-free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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

been for the past three months. transportation problem is one which is becoming very serious for the trade.

Ontario bran	20 00 21 00
Ontario shorts	
Manitoba shorts	
" bran	20 00 21 50
Mouillie, milled	24 00
straight grained	25 00 28 00
Feed flour	1 30 1 33

HAY-There is a very noticeable weakness in the hay situation both here and in England. Prices locally are down

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

#### TORONTO.

GRAIN-Wheat is higher again this week, Manitoba 1c to 2c and Ontario a cent. Oats, also, are up another cent. Western wheat business east of the lakes is almost at a standstill for want of supplies, though there is still some Western wheat at Buffalo that would be available here at a cent higher than quetations if the millers had to have it. Ontario grain is not moving rapidly, deliveries being light.

Manital	ha wheat	North	ern No 1		• • •		0 84
41	oa wiicat	, Morth					0 81
**	**	**	No. 3.	nominal			0 76
Red.	" p	er bush		cent. points			0 71
White,	"	"	"	"		0.70	0 71
Mixed,	**	"	"	"			0 70
Spring.	nominal	"	"	"			
Goose,	"	"					0 65
Barley,	No. 1,	**		,			
"	No 2.	**					0 51
"	No. 3x,	**				0 481	0 49
"	No. 3,	"					0 46
Oats,	white	"					0 38
"	mixed	**				0 361	0 37

FLOUR-Despite the considerable advance in the price of wheat domestic flour is still unchanged. Business is unchanged. Business is steady and there is a good export demand on a slightly higher basis, \$2.65 to \$2.67.

#### Manitoba Wheat. 60 per cent. patents 4 10 4 50 85 4 60 Strong bakers 3 80

	Winter	Wheat	t					
Straight rollrr						3 7	0 4	00
CEREALS-	Prices	s ar	e u	me	ha	ng	ed.	
Rolled wheat in tarr Rolled oats, in wood, in bags, I (atmeal, standard and	per bbl per bag 9	00 lbs				2 1	5 4 5 2	65

#### IT DOES PAY

to handle the best on the market —when it comes to biscuits.

#### Perfection Cream Sodas

are baked just as well as biscuits can be baked. No better biscuits can be manufactured-or we would be doing the baking of them.

But the important point is this:



retain their original goodness.

Perfection Cream Sodas are the product of scientific baking conducted with scrupulous cleanliness. Those best of all soda biscuits are then placed in air-tight tins after being wrapped in moisture and dustproof packing.

We would like to tell you more about Perfection Cream Sodas

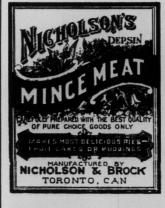
THE Mooney Biscuit & Candy Company,

Stratford. - Canada

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., im 27 COMMON ST., MONTREAL



## The Shrewd Grocer

pays a good deal of attention to the tastes of the people. Most people want

#### Nicholson's Mince Meat

We also recommend

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

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

Some of your trade may not use Chocolate-they may have tried the numerous socalled Swiss Milk Chocolates and met with disappointment. Try them with



and see the result.

The delicate Cailler "taste" makes all other Chocolates seem flat and coarse by That's why comparison. CAILLER'S is the leader.

For Particulars, etc., write

**General Agent for Canada** 

William H. Dunn, MONTREAL

394-396 St. Paul Street

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

# Milk Chocolate

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

## Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited **TORONTO** 

CANADA:



MOTT'S: No botter Checelate

When the customer asks for

"Diamond" brand

Chocolate

why does the grocer turn to

## IOTT'S?

We'll tell you—because Mott's "Diamond" Chocolate is the recognised "Best"-

Don't forget "Elite" brand-

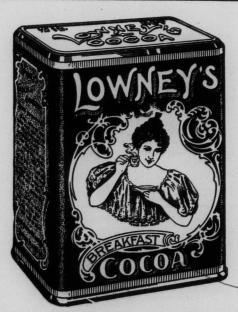
John P. Mott & Co. HALIFAX. N.S.

J. A. Taylor

SELLING AGENTS: R. S. McIndoe

Ins F Huxley

Arthur Nelson



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

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# Success Comes Easier

to the grocer who features McIntosh's far-famed cereals than one would readily

This is a cereal age. People insist on cereals—good dependable cereals -cereals with lots of life and good red blood in every grain, and of course they insist on McIntosh's famous brands.

## Swiss Food

(On the market 20 years) (The big premium-766)

## McIntosh's Crown Brand Rolled Oats

(are just as good as good oats can be).

P. McINTOSH & SON TORONTO

## CANADA FLAKES



#### 25 Cent Household Package

Each package contains a beautiful china plate or dish.

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

least 10c.

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

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

# The Baker's Delight

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profit in retailing.

This is the standard maintained in

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century

Best for Bakers' and Household use.

## Western Canada Flour Mills Co., LIMITED



WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

#### Stop and Think

Flour sells more than flour in a grocery store -if it's good flour; it spoils the sale of more than flour, if it's poor flour. The housewife will have good flour and she will buy her groceries at the same store.

That's one reason why it will pay you to stock and recommend

- "Premier Hungarian"
- "White Rose" and
- "Royal Patent" Brands

Put up in 241/2-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

## THE ALEXANDER MILLING CO. BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

# "LUCERNA"

BRAND

# 22 Tons of Swiss Milk Chocolate

direct from

Switzerland to Winnipeg

#### OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.

No other House has Anything Like it.

It's a Delicious Sweetmeat.

OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE NOT ALREADY REPRESENTED

# JOHN BEARNS, LIMITED

11 Bank of Hamilton Chambers

WINNIPEG - MANITOBA

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## WILLIAM DOBIE, NEW PRESIDENT OF E. W. GILLETT CO., LTD.

Wm. Dobie, president E. W. Gillett Co., Ltd., is a Canadian, having been born at Woodlands, Ont., on the St. Lawrence river, about 20 miles west of Cornwall, where the whole family, including three sistes and two brothers were born. When a young man he left for the United States, and in 1879 became connected with the business of the late E. W. Gillett, Chicago. His work on the road was of a character to warrant his employer placing him in charge of an office, established upon Mr. Dobie's advice, in St. Louis, Mo. There he remained two years, building up a very large and satisfactory business.

The climate of St. Louis is proverbially trying and Mr. Dobie returned to Canada. In March, 1886, nearly 21 years ago, he started in a very small way to manufacture for E. W. Gillett Co., Chicago, at 32 and 34 Front St. west, Toronto, occupying three small floors. The busines under his sole man-



WM. DOBIE, TORONTO.

agement kept expanding, and floor after Loor of the building was taken in—Previous to opening up the Canadian branch, in 1886, Mr. Dobie had called upon the wholesale trade in Canada, all shipments of orders being made from the Chicago factories.

In the great Toronto fire of 1904 the Front street factories were consumed, and the present handsome premises on king and Duncan streets purchased. In 1892 the business of E. W. Gillett was accorporated, and this work reflects reat credit upon Mr. Dobie's business act, as this company is unique in the industrials as having as its shareholders cholesale and retail grocers throughout the entire Dominion of Canada and Newfoundland. The late E. W. Gillett was the first president of the incorporated company and Mr. Dobie, general manager and treasurer. On Mr. Gillett's death, three years ago, his son, Chas. W. Gillett, was made president. It was

C

the wish of the directors, as well as Chas. W. Gillett, at that time that Mr. Dobie should take the presidency. This honor was, however, declined, but at the recent annual meeting Mr. Dobie was unanimously elected for the post.

To-day Gillett's goods are the best advertised grocery specialties before the trade. Gillett's lye, Magic baking powder, and Royal yeast are as well known throughout Canada as No. 1 hard wheat or Niagara. This result has been attained by carefully directed high-class publicity. No wonder Mr. Dobie is a strong believer in advertising. He knows how and has made a success of it. It is very satisfactory to recall that the first Gillett advertisement in this country was in The Canadian Grocer, and only the other day Mr. Dobie wrote:

"Speaking generally in regard to business of this company may say it could not be in a more satisfactory or flourishing condition. The year just about ended, from present indications, will be by far the best in the history of this business in Canada. All Canadians have a great deal to be thankful for and we, like all others, are hoping that the good times will continue for many years yet. To make a real success, all business concerns connected in any way with the grocery line should by all means advertise in The Canadian Grocer."

Mr. Dobie has a remarkable faculty for detail and a capacity for work that is amazing. These qualities, coupled with his keen business acumen and large grasp of affairs based upon thorough experience and sound judgment have placed him among the leaders of Canadian industry.

#### RULES LEADING TO SUCCESS.

Take as much interest in your employer's business as if it were your own.

Do your work well to-day—you won't have to do any of it over again to-morrow.

Do not expect to get all you can and give nothing. Do a little more work than is demanded.

Do not let your thoughts be always wool-gathering if you expect to earn an increase of salary.

Be prompt. Show that you have an interest in your work above the desire for an extra half hour in bed in the morning. You can't come down half an hour late every morning and impress your employer with the idea that you are a wide-awake, active man or woman with an interest in your work.

Be cheerful and willing. A sullen countenance is not pleasant to look upon

Be cheerful and willing. A sullen countenance is not pleasant to look upon by either an employer or a customer. Remember, your pulling power with a customer is one of your assets. The reserve will be your loss. Be courteous. Do not thrust your troubles and inharmony upon those around you. It is a poor investment.

H. L. Heath, of Huntsville, is selling out his stock and is going out of business in Huntsville. He thinks of going west.



## FIRST-PRIZE CHRISTMAS WINDOW

Display by Dixi H. Ross & Co. Victoria, B.C.-It Shows How the Grocery Trade in the West is Doing Things.

This is the first-prize window in The Grocer's December or Christmas window-dressing competition. It hails from "the coast," its home being Victoria, and it was trimmed for Dixi H. Ross & Co. by H. O. Kirkham, one of the eighinlaid with boxes of crystallized fruits, ginger, stuffed dates, Jordan almonds, Smyrna figs, bottles of cherries and extracts and other good things, with a centrepiece of finest Malaga clusters. On either side of the currants, divided by

bottles of fruit in their natural condition. The centre bottle is "Royal Anne" cherries, the others are plums pears, peaches, Logan berries, apples grapes, and currants of all kinds.

The floor of the back part of the window is covered with large cranberries and in these are set boxes of prunes peaches, pears, nectarines, apricots, and figs, also fancy boxes of bonbon crackers, Christmas candles, etc.

The articles are not set straight, but diagonally, across the window, with a

diagonally, across the window, with a



A PACIFIC COAST WINNER.

teen clerks employed by the firm. teen clerks employed by the firm. The Victoria papers took notice of it, as well they might, and visitors from the east in Victoria at the time were loud in their praises of it.

The centre of the ground floor display is formed of the best quality currants,

rows of orange, lemon and citron peel, are golden Sultanas, and set in these are boxes of glace cherries, crystallized angelica, plum puddings and fruit cakes in tins, and numerous other little boxes of Christmas dainties.

Farther back will be noticed large

·pillar at each end and one in the centre (which does not show very well in the photo). Then on these pillars above the arches, is a shelf, also diagonally set, with a centrepiece on which is seen the 29-pound turkey. On either side of the turkey were placed bottles of corn on the cob, The rest ers and very effe The ar trimmed

strips of Natura in the pretty e dow. The up

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the cob, green peas, cranberries, etc. The rest of the shelf is filled with flowetc. ers and Christmas delicacies, making a very effective back for the window.

The arches and all the woodwork were trimmed with white puff-bunting, with strips of delicate green.

Natural plants and strings of smilax in the window produced a remarkably

pretty effect and gave color to the win-

The upper part of the window was al-

so something original. A shelf was constructed, circular at the ends and shaped in the centre, and on this shelf goods were placed. The frosted glass at the back was draped with white puffed bunting and autumn leaves, then under this shelf hung clusters of grapes and grape vines, and a bunch of mistletoe in the centre, also the cards with Yule-tide greetings. The side shelves and mirrors do not show very

## AUSTRALIAN BUTTER IN CANADA

Single Shipment of 56,000 lbs. Relieves the Situation West of Winnipeg-Canners and Merchants Against Dating Salmon.

Vancouver, B.C., Jan. 26, 1907. Provisions of the Pure Food Bill, now before the Dominion House, which, if enacted, would compel the dating of all salmon cans, are strenuously objected to by the salmon canning industry here, and the wholesale grocers of B.C. have joined in pressing the objections upon the attention of the Government. If possible, the bill will be defeated unless amended by striking out the objectionable clause, for the canners claim that grave injustice would be done the industry if enacted in its present form and enforced.

The Wholesale Grocers' Exchange, of B.C., passed a resolution favoring those portions of the bill which provided for rigid inspection of canned salmon, but opposing the proposal to have all cans dated. The resolution, which was for-warded to Ottawa, sets the seal of approval on the inspection of canned salmon, "believing that the guarantee thereby given to the public as to the sanitary and healthful conditions under

which the article is packed will tend to increase the demand."

"But," the resolution proceeds, "we earnestly and emphatically protest against any regulation enforcing the marking of cans of salmon with the date of filling, as it would serve no useful purpose in respect to quality, and would completely paralyze sales of salmon held over from year to year. The brokers over from year to year. The brokers and wholesale houses of Great Britain who handle the bulk of the B.C. salmon pack, would decline to handle the tins so marked and the result would be most disastrous to the canners."

British Columbia has a great deal yet to accomplish before that satisfactory stage of development has been reached when the province is producing all, or nearly all the butter, etc., which home consumption demands. But when the prairie provinces of Canada have to import their fresh butter, or any butter, as a matter of fact, it is subject for

surprised comment.

A representative for an Australian shipping house states that he has taken orders all the way to Winnipeg for sup-plies of fresh Australian creamery but-These will be filled from the stock which arrived by the steamer Moana yesterday. She brought in 1,000 packages of 56 pounds each. Much of this is for consumption in B.C., but, as stated, a portion of it will be distributed to various prairie cities back as far as Winni-

The SS. Moana brought, beside the 1,000 boxes of butter, 4,000 cases of

frozen mutton consigned to local wholesale butchers, 875 tons of raw sugar from Fiji for the local refinery, 30 cases of pineapples, and sundry other produce.

Being the Antipodes, as near as may be, of our Dominion, the Australian commonwealth is now at the season of greatest production of such lines as butter, and in position to ship large quantities and of excellent quality. As a matter of fact the quality is superb, even if the price is high to make up. Apropos of the quality of the butter, and of the fact that much butter is sold as "Australian" which is faked, with as "Australian" which is faked, with false labels, a very good story is told by a wholesale man who handles large quantities of this article, when the season for importing it is on. Australian butter is made in Australia in three grades, and at this season when conditions are perfect, there is perhaps 80 or 90 per cent. of the creamery output good enough to rank first grade. that reason, and for the name it has, the dealers in Australia ship none but first grade to Canada.

At the very best figuring the price is high. But some crude Canadian artists wishing to meet popular demand at all hazards, "put up" three grades, which hazards, "put up" three grades, which they sell, very naturally, below the legitimate dealers' price for Austral-ian. It chanced that a customs man who had seen the manifests and invoices for the importations, when being cleared, was in a store where Australian but-ter was very prominently advertised, and he found the price was 30 cents per pound. "But," said he, "it costs that to get it here. How, then, can the importer make a profit, sell it to you and let you make a profit, in selling it to me at 30 cents?"

The dealer frankly admitted that there was nothing to it but the label and that was false. The had simply brick-ed up ordinary butter of inferior grades and wrapped it in faked label paper. The moral is obvious and applies to more than faked Australia butter.

Scarcity has marked the produce lines in local markets for the past two weeks or more, owing to the cold snap, which has happily this week given place to balmy spring-like weather, with a sun-shine and occasional warm rains. The shine and occasional warm rains. The frost has disappeared and only on higher altitudes is any snow remaining.

The butter supply has been cut down to a minimum and the trade is living from hand to mouth, while the consumer is paying whatever price is named and feeling thankful to get anything. The receipt of consignments of 1,000 boxes of Australian fresh grass creamery butter, by the S.S. Moana, noted elsewhere, has relieved local conditions for the time. No eastern butter can be expected, and in view of Australian butter being shipped to most of the leading prairie towns as far as Winnipeg, no further supplies can come from there at present. The local production has not been down to such small compass for many seasons. The fact is evidenced by the wholesale quotation of 40 cents for fresh local creamery. The Australian butter has been wholesaling at 32½c., northwest creamery is up to 30c., while dairy butter is from 25 to , and but little offering.

Eggs were entirely cleaned up on the market this week. There was a car came through, heated, from the east, but the heating system is not proof against the severity of the recent cold snap across the prairies. The stock was received in bad shape, which was the fate of a car which came in some time previously.

The only stock in sight at the present moment is some due to arrive from California. These are strictly fresh ranch eggs, not cold storage, for all the storage stock has been disposed of long ago, and there is not a case west of the mountains in all the coast states. The California eggs will sell about 45c. to the retailer. Of course these prices will not hold long as southern supplies will soon be liberal. The local fresh eggs are 50c. per dozen wholesale, when any The local fresh eggs can be got, but there are very few on the market.

In fruits, receipts of oranges are still liberal. No reports of injury to the California crop have been received since the cold snap. The Australian steamer brought in a quantity of pineapples. Other receipts of fruit are light. Prices are steady, Malaga grapes having gone are steady, malaga grapes naving gone down \$1 to \$6.50 per half barrel. Or anges, all navels yet, are \$3 to \$3.25 per box; apples, \$1.25 to \$2; pines, \$3.25 to \$4.25 per case; Cape Cod cran-

\$3.25 to \$4.25 per case; Cape Cod cranberries, \$12 per bbl.; bananas, 5½c. per tb.; lemons \$4 to \$4.75.

Potatoes have been short on local markets lately because no deliveries were made. Now the cold weather is over, reports are coming in that frost has injured many, owing to insufficient protection against such an unwonted degree of cold. This would indicate that higher prices will be asked, though very low figures have been quoted till this week. The lower mainland stock is \$16 per ton, while fresh quotations have not yet been made on Agassiz and Ashcroft grown potatoes, the old figures of \$18 and \$24 still prevailing.

Hothouse lettuce has been held back for some time too, and the price is 25c. higher, \$1.75 being asked.

#### NESTOR ON THE ICE.

It's no wonder the Lumbers team is ahead. James Lumbers is one of the best, and certainly one of the oldest, skaters in town. He's the only wholesale grocer on the ice. Every fine afternoon when the ice is good and the weather passable finds him in the John D. Rockefeller class on Moss Pork rink. If it wasn't just that he wants to give the young chaps a chance he would be on the hockey team.

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## JUST ARRIVED!

## Two Cars Valencia Oranges

Large 420's, large 714's and ordinary 420's

in fine shape and prices are very low

One car Golden Flower, Extra Fancy California Oranges, Lemons, Grape Fruit, California Celery, Tomatoes, Valencia and Domestic Onions.



TORONTO

## **INDIVIDUALITY**

in a Brand is the direct result of Quality.

Hence, re Oranges, we affirm :

"COLDEN FLOWER"
to be Extra Fancy

"COLDEN FRUIT"
to be Fancy.

"COLDEN CATE"

to be Extra Choice.

Make no mistake—order these brands and your Orange Business will increase so as to make your Bank Account assume an

#### INDIVIDUALITY

of proportions.

Grown and packed by REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

## FRUITS, VEGETABLES AND FISH

Decline in Orange Prices—Marmalade Oranges Arrive—Vegetable Market Feels the Cold Weather—Satisfactory Fish Trade.

Several lines of fruit show a decline this week, Toronto markets being particularly, affected. Montreal reports fairly good demand for oranges, but the market is not yet entirely satisfactory to Toronto dealers. Almeria grapes are almost off the market, while bitter oranges and strawberries are the only new lines.

The vegetable market has felt the cold weather of the past week very keenly. Potatoes and cabbage have suffered particularly

All markets report a good trade in fish.

#### MONTREAL.

GREEN FRUITS—Oranges and lemons are in good demand at current prices. Good orders are being taken for nearly all varieties of oranges. Bananas are being sold quite freely in the city, but country trade is slower than it has been in the past. Grape fruit is firm in price and likely to be higher. Florida oranges are also said to be on the verge of an advance. Almeria grapes keep high.

				05
New dates, per lb	0	05	0	07
Bananas, fine stalk				50
" jumbos			2	00
Cocoanuts, per bag of 100			4	25
Pineapples, crate			4	00
Manderines, box			1	00
Tangarinas half hav	0	03		00
Tangerines, half box	6	50		00
Egg plant, doz	2	00		
Apples, bbl	3	00		50
Lemons				50
Pears per half box				75
Mexican oranges, box			2	40
Cal.fornia oranges, new navels	3	35	3	50
Jamaica oranges, per bbl			4	75
Jamaica oranges, per box		•		65
Florida oranges, box	2	95		00
Florida oranges, box	0	001		
New figs, per lb	v	UDE		
Cranberries, Cape Cod, per bbl	10	50	12	CK
" Canadian, bbl				5
Florida grape fruit, box			4	5(
Jamaica grape fruit. box			3	2:
Almeria grapes, per bbl				50
Erimetta Brahee, her port				-

VEGETABLES—Some dealers are complaining of the potatoes which have been received lately. Goods were shipped during cold weather and are arriving frost-touched. Choice stock is obtainable, however, when the price quoted is paid. Tomatoes are in good demand at quoted figures. Some dealers expect lower prices but cannot say for a certainty that they will be able to make offers lower than at present. Cabbage is selling freely despite the high prices asked.

Parsley, per doz. bunches	0
Sage, per doz	0
Savory, per doz	0
Montreal cabbage, per doz	0 50 0
Florida tomatoes, crate	5
Turnips, bag	0
Water cress, large bun hes, per doz	0
Lettuce, per doz	0 40 0
Boston lettuce, per doz	0 75 1
California celery, crate	6 50 7
Spinach, per bbl	4
Cucumbers, per doz	2
Delety, per doz	0 25 0
Potatoes, per hag	0 85 0
New potatoes, lb	0
" polaroces, 15	8
Jersey sweet potatoes basket	2
Spanish onions, crate	2
56 lb cases	0
Red onions, bbl	3
	0
B ets bag	0 90 1
Carrots, bag	0 90 1
Freen beans	
Mushrooms, lb	0 85 1
Horseradish, lb	0
Rhubarb, doz. bunches	1
New Orleans shallots, doz	0

FISH—Business has not been as good as it now is for many months, according to reports of dealers. Prices hold steady in nearly every case. Orders are

of good size and there is a generally healthy feeling in the fish market. Large frozen sea herring are selling freely at figures quoted. New tomcods are higher this week, as much as \$1.10 being asked.

Fresh and F.ozen Fish.

resh haddock,	express,	per lb					0	
Halibut,	"	**						
drass pike,								051
steak cod,		**				0 041	0	
Mackerel, large,	"						0	
Lake trout,	"						0	
Dore,	**						0	
Whitefish,		**						071/2
Cod fish,	41	**				031		C32
small sturgeon	.,	**						
B. C. salmon	**						Ó	09
Qual'a salmon	**	**					Ü	081/2
Smelts							0	
New tomcods, b	D1	1- 000					2	
Frozen herring,	large, bi	018300	nsn, j	per 100	nsh			10
	lessthar	bbis.,	per 10	o nsh		: :::		20
	medium	, per 1	oj nsn			1 40	1	50
Smoked and Sa	1.64-							
St. John blo		**					1	90
Haddies, in		os no	r lh				0	
Kippered h	arring h	alf hov	00			1 10	1	
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Boneless, 20 Boneless fish	20-1b	hoved	bricks					051
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Boneless co	nor lh	DUACS,	per m		••••	0 08	0	
No. 1 salt ee	la "					0 00		C8
Dry cod in h	undles							50
						• • •	٠	00
Dysters—			1					
Standards. h	buik, per	imp.	gai					40
Selects, Dill	, per gal						1	
Oration reils	ien oyste	ers, DD	1				9	
Selects, bull Malpaque si Oyster pails Boiled lobst	pints, p	er 100		• • • • • • • •			1	
Doiled labor	quarts.		11					25
Live "	ers, mea	ium, p	er in					15
Tive							U	14
Pickled fish-								
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		per h	alf bb	1			3	25
No. 1 N.S. h	erring t	bls		,				00
	nan	DDIS.					3	
No. 1 Macke	rel per	pail						75
No. 1 Lake	Frout, 10	0 lb. k	egs					00
No 1 Sea tr	out, bbls					]	10	
No. 1 Sea tr	out, half	bbl					5	75
abrabor salmo	n							
	1II						12	
	tie						16	
	111 5	bbls .						50
Large green cod	, bbls., 2	WU Ibs.				:*::		50
No. 1 green cod,	in bb's.	of 2J0	1bs			6 50	7	50
Small. "	111 000		*****	, .				75
No. 1 Haddock,	Dr 19. 100	1bs	• • • • • • •					00
New turbot, bbl	s 200 lbs							00
Pickled sardines		bbl.						
	- "	h'f.	bbl				3	50

#### TORONTO.

FRUIT—With the exception of Jamaicas and tangerines all lines of oranges are lower this week. The first shipment of marmalade oranges is now on the market. Almeria grapes are no longer quoted. Strawberries are added to the fancy fruit list, the prices asked ranging from 65 to 75 cents per quart. Cranberries are still on the decline.

Oranges, Jamaicas, per bbl		2
" Florida, 1248-2168	2 FO	
" Mexican 126s 2 0s		
" Tangerines, half box	2 10	3
" Valencias, 42" s and 714's	2 05	5
'i popula 0 'a 050'a	0 05	3
'4 navels, 9 '8, 25 '8	2 00	
marmalade, 100,8 2008, 2108, per box	2.23	
Grape fruit, 46's 80's,	3 00	3
Lemons, Californias, boxes	3 5	
" Mes-inag. 30J's-36')'s	2 50	
Pineapples, Florida and Cuban, 30s and 24s	4 00	4
Apples, snows		3
" Spies	3 00	3
" Baldwins		2
" Greenings		2
" Kings		
Bananas, per bunch,	1 50	
Red bananas per bunch		3
Charbanias per banal		
Cranberries per barrel		
" crate	3 50	
Strawberries. per qt	0 60	0

VEGETABLES—Rhubarb is considerably lower in price, and a splendid quality of stock is offered. White beans are also much lower. Cabbage has advanced owing to the prevalent cold weather.

The Ca

General brisk.

Sweet pots Onions, S;

> Cabbage, n Beets, new Carrots, Co Lettuce, p Lettuce, B Green onic Oucumbers Mushroom Beans, whi

Peppers, p Parsley, pe Turnips, p Mint, per d Celery, ... "Cal Squash pe Vegetable Leeks, per Pumpkins, Parsnips, p

FISH very li what hi per bas tions o 25 cent

Fresh halil
Haddock, i
Fresh cod,
Fresh lobst
Shrimps pe
Whitefish,
Salmon tro
Ciscoes, pe
Striped bas
Blue fish, p
Frozen ma
Home cure
Eastern sa
Finnan had
Oysters, pe
Labrador h

Frozen Ha
Pink Salm
Red
"Fancy Mar
Smelts, No
"ext.
Lake Supe
Pike, per l'
Yellow pic
Kippered l
Sea herrin
Goldeyes,

NEW

The A has tak ing into under c the tra Maritin Ontario storage placed the rail necessal Hon. M tion wi cure the go into it is ho treal,

DRIE

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ESTABLE

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General trade is reported none too

	0 90
	0 75
	2 00
Onions, Spanish, per large case 2 50 2	75
" small case 0 90	1 00
"Yellow Danvers, Dags 1 10	1 25
" Canadian, per bag	1 25
Cabbage, new Canadian, per bbl	2 25
Reets new per bushel 0 40 (	50
Beets, new, per bushel	0 80
Tettuce per dos hunches 0 35	0 40
Lettuce, per doz. bunches	1 25
Green onions, per doz 0 15	0 30
Radishes, Canadian round, per doz 0 50	0 60
Queumbers hot house per doz	2 40
	1 00
Boons white name hush	1 40
	1 50
" Lims, per lb	0 064
	0 25
Tomatoes. Cuba, per 6 basket crate	6 00
	0 00
Peppers, per basket	0 25
	0 35
Turnips, per pag	0 20
	0 50
	5 50
	1 25
	0 50
Vegetable marrow, per dos 0 30	0 25
	0 50
	0 10
	0 40
	1 50
Rhubarb, per doz. bunches 1 25	1 50
'mrarr mi' 11 11' 1	

FISH—This week's quotations show very little change. Ciscoes are somewhat higher, some dealers quoting \$1.35 per basket, against last week's quotations of \$1 to \$1.25. Sea herrings are 25 cents less per 100.

Fresh halibut			0 18
Haddock, fresh caught, per lb			0 061/2
Fresh cod, per lb			0 09
Fresh lobsters, boiled, per lb		0 20	0 25
Shrimps per gal			1 25
Whitefish, per lb			0 12
whitensh, per 10		0 10	
Salmon trout, per lb		O OR	
Ciscoes, per basket			1 25
Striped bass, per lb			0 15
Blue fish, per lb			0 10
Frozen mackerel			U 10
Home cured bloaters, per basket			1 25
Eastern salmon, per lb			0 20
Mastern salmon, per 10		0 071	
Finnan haddie, per lb		0 0/3	
Oysters, per gal		1 70	1 90
Labrador herring, per half bbl		3 00	3 25
Oysters, per gal		5 50	6 00
Frozen Halibut, ter lb			0 10
Pink Salmon, per lb			0 (9
			0 10
			0 11
Fancy Manitoba white fish, per b			
Smelts, No. 1, per lb			0 10
" extra, per lb			0 15
Lake Superior herrings, per lb			0 032
Pike, per lb			0 051/4
Yellow pickerel, per lb			0 08
Kinnared harrings			1 25
Kippered herrings			2 25
Sea herrings, per 100 count	200000000000000000000000000000000000000		

#### NEW FISH SHIPPING PLANS.

The Minister of Marine and Fisheries has taken practical measures for carrying into effect a scheme that has been under consideration for years past for the transport of fresh fish from the Maritime Provinces to the markets of Ontario and Quebec by means of cold storage. A vote of \$25,000 has been placed in the estimates to encourage the railway companies to establish the necessary cold storage service, and the Hon. Mr. Brodeur is now in communication with the railway companies to secure their co-operation. The service will go into effect next Summer, and will, it is hoped, fill a long-felt want in Montreal, Toronto, Ottawa, and other interior centres.

#### DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON @ CO. INGERSOLL

ESTABLISHED ISSS

## FIRST ARRIVAL MARMALADE ORANGES

All 200 Size, Price \$3.25 per box

Order a box or two and get your trade going 2nd shipment will not be here for three weeks

## WHITE @ CO., Limited TORONTO and HAMILTON

#### You Know

we are not "Handing you a Lemon" when we speak highly of "ST. NICHOLAS" LEMONS-Time is the real test of merit and "ST. NICHOLAS" shows the highest merit all the time.

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

2 Cars Valencia Oranges, ordinary and large, 420's Car Navels 2 Cars Lemons 1 Car Valencia Onions

Are among our arrivals this week. Quality fine and prices right.

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

Cor. West Market and Colborne Sts. Your consignments of eggs and other produce solicited.

#### ARRIVALS THIS WEEK

ONE CAR PANCY CALIFORNIA NAVELS

ONE CAR FANCY BANANAS

Fine color and excellent quality

Also CALIFORNIA CELERY - OYSTERS -

ONE CAR VALENCIA ORANGES Ordinary and large 420s, fine quality and

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

#### SOME CLOSE FRUIT PRICES

FLORIDA ORANGES, \$3.00 TANGERINES, \$4.00

**GRAPE FRUIT, \$3.50** TOMATOES, \$4.00 MONTREAL FRUIT EXCHANGE

195 McGILL STREET,

JOSEPH BROWN & SONS 29 and 31 Youville Square Montreal



#### An Auto? No!

Peanut and Popcorn Seller. Catalog show'em \$8.50 to \$850.00. On easy terms. KINGERY MFG. CO. 106 E. Pearl St., Cincinnati

# BASKETS

We make them in all shapes and sizes. We have

Patent strawboard Berry Box Grain and Root Baskets, Clothes Baskets. Butcher Baskets.

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

## Oakville Basket Co. Oakville, Ont.

## **Pure Apple Juice**

has caught on. People insist on it

The Wise Grocer features our

#### **Jams and Jellies**

And a post card will bring you the reasons why.

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

Persons addressing advertisers will kindly mention having seen their adver-tisement in The Canadian Grocer.

#### CANADA'S CARIBBEAN TRADE.

Better Shipping Facilities Provided— Flour Not Satisfactory Yet.

Geo. C. Yuille, of Watson, Boyd & Co., Port of Spain, Trinidad, writes:

Dear Sir,-"The Chamber Commerce in Trinidad has within the past few months, in conjunction with the Canadian Government Agent here, associated itself with a movement which is general throughout most of the West Indian Islands and Demerara, for better trade relations and shipping facilities between the islands of the Caribbean Sea and the closer parts of the South American Continent and the Dominion of Canada, but we do not know that anything very special so far has been consummated. Certainly the "Pickford & Black" Steamship Co. has inaugurated a two-weekly service of steamers in place of the recent irregular service, and this is doing much towards the desired end. What we in Trinidad want to see is the drawing of all our foodstuffs from Canada instead of as at present from the United States, but, unfortunately, there is a deep-rooted prejudice against Canadian flours on account of the past experience of the ill-keeping cualities of most brands. This prejudice must be removed and we are glad to say there is a tendency in that direction."

#### BOARD OF TRADE OFFICERS.

Kentville, N.S., Board of Trade at its recent annual meeting elected these officers: President, Wm. Yould; viceofficers: President, Wm. Yould; vice-president, W. P. Shaffner; secretary-treasurer, A. E. Dunlop; auditors, W. S. Benson and S. S. Strong; council, J. W. Ryan, R. C. Dickey, E. B. New-comb, G. E. Calkin, A. E. Calkin, Chas. Smith, Dr. W. S. Woodworth and D. J. Murphy.

So says the shrewd grocer because he makes it his business to feature

"BUSINESS ALWAYS GOOD"

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

Can you, as a practical man, afford to ignore this fact longer? When I state that the "E.D.S." BRAND JAMS and JELLIES are the purest, most wholesome and best manufactured in Canada, I am merely stating facts which I can prove to your satisfaction.

N. B. — "Thousands of Grocers feature the "E.D.S." Brand Jams and Jellies because I made good my assertions."

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

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

## OUR BUSINESS-

## Fruit and Nuts

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

## We Are Fully Alive

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

# We Are Reaching

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

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

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

C. & F. prices given for car lots.

St. Magnus House, Monument St. LONDON, ENGLAND

## SHIP TO US

We pay highest market prices for

## **DRIED APPLES**

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

#### W.S. LOGGIE CO., LIMITED CHATHAM, N.B.

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



# GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING



# WAGSTAFFE'S Fine Old English Pure Orange Marmalade

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

## Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

## Wagstaffe's Fine Old English Pure Orange Marmalade

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

MADE IN HAMILTON, CANADA, BY

WAGSTAFFE, Limited The Pure Fruit Preservers.

## LENT STARTS FEBRUARY 13th

# We Lead---Others Follow

We are the largest receivers and distributors of Fresh, Frozen, Smoked and Salted Fish in Canada. Send a post card and get our quotations

# THE F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters
76 and 78 Colborne Street TORONTO

1907

## FISH

FISH



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

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

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

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited
Black's Harbour, N. B.

# 6 Reasons for Buying and Selling King Oscar Sardines

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

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON

# FISH for LENT

A Few Lines We Quote

#### SALTED

Skinless Cod
Boneless Cod
Labrador Herring
Labrador Salmon
Lake Trout
Sea Trout
Mackerel
Green Cod

#### FRESH FROZEN

Large Sea Herrings
Haddock
Halibut
Salmon
Pickerel
Smelts
Pike
Cod

#### SMOKED

New Haddies
Kippered Herrings
Yarmouth Bloaters
Smoked Herring

#### **OYSTERS**

Standards in Bulk Selects in Bulk

ALL OTHER LINES IN SEASON.

Order at once.

Prices the best.

**Delivery prompt** 

WRITE DIRECT FOR PRICES

THE LARGEST FISH WAREHOUSE IN CANADA.

P.O. Box 639 Long Distance Phones

# LEONARD BROS.

20, 22, 24 and 26 Youville Square

MONTREAL

ST. JOHN, N.B GRAND RIVER GASPE

# STOCK TAKING being over, what about fish for LENTEN TRADE? BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded SCOTIA—In 2-lb. boxes, and 1-lb. tablets CHEBUCTO—In 1 and 2-lb. bricks WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent-

Montreal—A. A. Perry, 6 St. Sacrament St. Hamilton—Alfred Powis

Toronto—Anderson Powis & Co. London—Wm. G. Coles & Co,

Ottawa—Frank Grierson

Or write us direct. We can interest you

# HALIFAX FISH CO.

LIMITED

## HAVE A BOX OF CIGARS ON ME

Mr. Grocer! It is generally admitted all over this continent that **Pebble** and **Pharaoh** Cigars are just about as good as good cigars can be. There may come a time when better cigars will hold the centre of the stage, but that time is not yet.

## The PEBBLE and PHARAOH Cigars

are the best I know how to make. Incidentally that explains the enormous sale of these cigars during 1906. Bu —I want to tell you about my better way of doing business and the cigars are on me if you do not unhesitatingly endorse my plan just as soon as you know it. See issue Jan. 11th for The Payne Plan. It will interest you. Or drop me a card a I will explain more fully.

NOW is a good time.

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

## "THE VIRTUES OF THE PIPE"

Men worth the love of women, all philosophers and most good fellows enjoy the pipe. But—to obtain that exquisite solace which sweetens life one must fill one's pipe with

T. & B.

the premier tobacco manufactured in Canada and equal in fragrance to any tobacco manufactured on this planet.

There's a world of soothing satisfaction in every ounce of **T. & B.** It delights the smoker and makes the merry grocer merrier. Of **T. & B.** it has been written: "Tobacco sells more than Tobacco."

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

BRADST Bradstr ada for 2

1906 ... 1905 ... .. 1903 1902 1901 ... ... 1898 ... ... 1897 ... ... 1895 1894 1893 ... 1891 1889 1888 ... ... 1886 1885 1884 ... .. 1881 ... ...

The abc firm the a profits in There wer ion in 190 from 1905 540,915, a the preced

Commen in the cos baugh, S say: "T been name higher tha

higher tha 33 1-3 per raw stock unsettled. as \$10 am the prevaiwas \$8, v for each \$ such dema along the also experand being obtained ferior, leas tion of pa ful workm cost of prunexpected.

MOVE:

Rose & chants and ronto offi building to telephone ronto man pleased to friends an his new que

OTTA The Otta

#### BRADSTREET'S FAILURE RECORD

Bradstreet's record of failures in Canada for 27 years past is as follows:

		N	lumber	. Assets.	Liabilities.
1000					
1906			1,232	\$4,258,310	\$9,540,915
1905			1,424	6,556,331	13,837,176
1904			1,177	4,136,618	10,018,299
1903			956	3,832,197	8,328,362
1902			1,092	3,597,220	8,328,658
1901			1,370	5,196,951	11,656,937
1900			1,333	4,244,932	10,786,276
1899			1,285	4,507,608	11,077,891
1898			1,427	4,085,722	9,644,100
1897			1,907	5,191,647	13,147,929
1896			2,179	6,724,535	16,208,460
1895			1,923	6,299,177.	15,793,559
1894			1,873	11,947,253	23,985,283
1893			1,781	7,388,692	15,690,404
1892			1,682	4,848,095	11,603,210
1891			1,846	6,014,000	14,884,000
1889			1,616	6,119,585	13,147,910
1888			1,730	7,178,744	15,498,242
1887			1,315	8,407,000	17,054,000
1886			1,186	5,566,474	11,240,025
1885			1,286	4,201,831	9,210,334
1884			1,363	9,074,000	17,126,000
1883			1,464	12,367,000	22,155,000
1882			755	3,948,000	8,139,000
1881			607	3,278,475	6,122,208
1880			839	4,700,372	9,340,929
Th	0 5	hove	stat	istics un f	

The above statistics go far to confirm the advices of large trade and good profits in Canada in the past year. There were 1,232 failures in the Dominion in 1906, a decrease of 13.4 per cent. from 1905, while the liabilities were \$9,-540,915, a decrease of 31 per cent. from the preceding year.

#### CANNING TO COST MORE.

Commenting on the increase this year in the cost of packing vegetables, Strasbaugh, Silver & Co., Aberdeen, Md., say: "The price of cans has at last been named and is 25 cents per hundred higher than last year. Solder will be 33 1-3 per cent. higher, with prices for raw stock and canning house labor still unsettled. Growers are asking as high as \$10 and \$11 per ton this year when unsettled. Growers are asking as high as \$10 and \$11 per ton this year when the prevailing price per ton for 1906 was \$8, which means 5 cents per case for each \$1 advance, and, as labor is in such demand and at higher rates all along the lines, canning house labor will also expect its proportionate advance and being in such demand the quality obtained will necessarily be much inferior, leaving the packer in the position of paying higher wages to less skillful workmen, which will increase the cost of production in a way altogether unexpected and make sad havoc of anticipated profits."

#### MOVED ROUND THE CORNER.

Rose & Laflamme, commission merchants and agents, have moved their Toronto office from the Board of Trade building to 23 Scott street, where their telephone number is Main 7310. The Toronto manager, W. T. Merrick, will be pleased to receive all the firm's old friends and any number of new ones at his new quarters. his new quarters.

#### OTTAWA BOARD OF TRADE.

The Ottawa Board of Trade has elect-The Ottawa Board of Trade has elected these officers: President, J. W. Woods; vice-presidents, P. Whalen and D. M. Finnie; treasurer, John R. Reid; council, A. W. Ault, James Ballantyne, C. J. Booth, James Davidson, W. H. Dwyer, G. C. Edwards, Chas, Hopewell, Geo. S. May, M.L.A.; John McKinley,

D. Murphy, G. C. Orme, Geo. Southam, Board of Arbitration, Thos. Ashwith, T. C. Bate, N. A. Belcourt, M.P., J. R. Booth, Geo. Burn, Fred Cook, F. H. Chrvsler, James Davidson, G. B. Greene, D. MacLaren, G. H. Perley, M.P., P.

#### A GREAT INCREASE.

The Salada Tea Co. report that the total increase in their business in 1906 over 1905 amounted to twenty-three per cent., all branches combined, and that this increase constituted a larger business than their entire output made in the first five years they were in busi-

ness.

In the Toronto branch, which handles Ontario and western business, and which was established nearly fifteen years ago, the increase was twenty-six per cent. So far during 1907, it is said, the company have had an average increase of over 6,000 lbs. per week in the Toronto branch alone. the Toronto branch alone.

#### LUCERNA CHOCOLATE.

John Bearns, Ltd., Winnipeg, are handling for the whole of Canada the "Lucerna" Swiss milk chocolate manufactured by the Anglo-Swiss Milk Chocolate Co., of Hochdorf, Lucerne. The Canadian Grocer can youch for the fact that this Swiss chocolate is toothsome, for to taste is to know. The manufacturers are a very wealthy company and it is their intention to push the sales of their product vigorously in Canada. Gro. cers and agents will find their efforts seconded by an aggressive advertising campaign. The billboards will shortly declare the merits of the chocolate as attractive posters are being prepared.

Agents to sell to the wholesale trade

are wanted for some territories

E. A. Shoebotham, representing the Battle Creek Health Food Co., whose Canadian factory is at London, was a caller at the Toronto office of The Canadian Grocer the other day.

## SWEET CAPORA



WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL

peerless. Insist upon having them

D. McDOUGALL & CO., Glasgow, Scot.

#### 1887--1907

20 years of progress and successful business speak favorably of the popu-lar firm of

#### JOS. COTE,

The largest Importer and Wholesale Tobacconist of the City of Quebec

Office and Sample Room, 186-188 St. Paul St. Warehouse, 119 St. Andrew Street **QUEBEC** 

## All First-Class Grocers

Handle

# OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

#### WHOLESALE GROCERS ON THE ICE

Three Good Games of Hockey—Standing of the Toronto League to Date— Lumbers & Co. Lead for the Tillson Trophy.

On Tuesday evening, January 15th, at Varsity rink, Davidson & Hay won their first game in the Toronto Wholesale Grocers' Hockey League by defeating T. Kinnear & Co., 3 goals to 1. The game was keen and fairly fast, and Referee T. C. Webber, the Brokers' fast forward, had no trouble in keeping it under control. Only two men were ruled off for rough play. T. Kinnear & Co. started off with a rush which did not last long, their condition not being as good as Davidson & Hay. T. Kinnear & Co. were shy three of their best players. For the winners Gould and Bilton were the stars. These teams meet again on Feb. 4th.. The teams lined up as follows:

Davidson & Hay - Goal, Robinson, point, Bilton; coverpoint, Gould; right forward, Meath; centre, Wylie; left forward, Monatt.

T. Kinnear & Co.—Goal, Legge; point, G. H. Rennie; coverpoint, T. H. Kinnear; right forward, Holken; centre, Tulford; left forward, C. Rennie. Referee, T. C. Webber.

#### Brokers Were Strong.

The game Monday night, January 21, played at 'Varsity rink between T. Kinnear & Co. and the Brokers, was looked forward to with great interest, as these two clubs were the strongest in last year's league, they playing off for the championship at the Mutual street rink last Winter, the Brokers winning out and carrying away the Tillson trophy and the handsome gold medals presentand the handsome gold medals presented by Col. Jno. I. Davidson. This year it is hard to say which club has the betat is hard to say which club has the better team, all four being much stronger than last Winter. To date Jas. Lumbers & Co. head the league, having won two games and lost one.

Monday's game was not what you would call a rough game, yet referee S.

Oliver had to penalize four of the players. The Brokers had a new man on their line-up, Charlie Morrow, agent for Quaker Oats, who plays point for the Quaker Oats, who plays point for the senior Argonauts, and was a tower of strength to their defence. The first goal was scored by a zig-zag rush of Morrow's, then passing to Bill May, the Brokers' fast forward. After five minutes' play the Brokers scored another, and just before half-time point Percy Millman took the puck down and passed to Tom Webber, who banged the nets for another, making the score at half-time 3 to 0 in Brokers' favor.

Shortly after the second half started

Shortly after the second half started Bert Brown, T. Kinnear & Co.'s coverpoint, broke his skate and had to retire, Morrow going off to even up. At this time Kinnear & Co. were playing much better hockey, and on a pass from Humphrey to Rennie to Kinnear scored their first goal and repeated the trick in 2 minutes. This wakened up the Brokers once more, and while Tom Kinnear and Billy May decorated the fence, Webber and Ade Millman took the rubber from centre and Millman opened the lets for another. Score 4—2. After five nets for another. Score 4—2. After five minutes' play Humphrey took a shot from centre and added one for Kinnear. Score 4—3. Brokers and Kinnear each scored another, making the score 5—4, and three minutes before time was call-

ed May took the puck from Humphrey and shot another, making the score at the finish 6 to 4 in favor of Brokers. The line-up:

T. Kinnear & Co.—Goal, Legge; point, G. Humphrey; coverpoint, B. Brown; rover, W. Ford; right forward, C. Rennie; centre, T. Kinnear; left forward,

Tulford.

Brokers—Goal, H. Ferguson; point,
C. Morrow; coverpoint, P. Millman;
rover, T. C. Webber; right forward, W.
W. May; centre, Geo. Hortop; left forward, A. R. Millman.
Referee, S. Oliver.

#### Lumbers & Co. Win Again.

One of the best games of hockey played in the W.G.H.L. was pulled off last Friday night at 'Varsity rink, when Jas. Lumbers & Co. added another victory to their list by defeating Davidson & Hay's husky team 4 goals to 2. The ice was keen and fast hockey played all through and at times rough, there being six men penalized. Bilton, Davidson & Hay's point player, was ruled off a second time for rough-house playing. Referee Webber should have watched this man more closely and made his penalties heavier. penalties heavier.

penalties heavier.

These teams were very evenly matched in the first half, the score at half-time being 2 all, but in the second half Jas. Lumbers & Co. proved to be in better condition and played an errorless game. The playing of S. Oliver, Fred Lumbers and A. Johnston was particularly noticeable, and through their hard work two more goals were scored, making the score at full time 4 to 2 in favor of Lumbers & Co. For Davidson & Hay, the playing of Bilton, Gould, favor of Lumbers & Co. For Davidson & Hay, the playing of Bilton, Gould, and Robinson in goal, was brilliant.

and Robinson in goal, was brilliant.
The teams lines up as follows:
Jas. Lumbers & Co.—Goal, Wess Lumbers; point, T. Kerr; coverpoint, S.
Oliver; rover, F. Lumbers; left forward, R. Marshall; centre, A. Johnston; right forward, W. Carrigan.
Davidson & Hay—Goal, R. Robinson; point Bilton; coverpoint Gould:

point, Bilton; coverpoint, Gould; rover, Gladish; left forward, Meath; centre, Wylie; right forward, Moffatt. Referee, T. C. Webber.

#### Up to Date.

Standing of the league to date:

Lac	Lumbara	0.	0	Won.	Lost	play
	Lumbers				1	3
Brok	ers			1	1	4
Davi	dson & H	ay,	Ltd	1	1	4
T. K	innear &	Co	)	1	2	3

#### BIG BLAZE IN WINNIPEG.

A handsome 5-storey structure, in Winnipeg, occupied by the western branches of a number of eastern firms, was destroyed by fire Monday. Among those burned out we'e the Copeland, Chatterson Co., Toronto; W. Paterson & Co., biscuit manufacturers and confectioners, Brantford; F. F. Dalley & Co., Hamilton; H. J. Royd, wholesale crockery; and the J. D. King Co., Toronto. The total losses are placed at \$210,000.

#### THREE NEW TRAVELERS.

#### Lately Joined the Staff of H. P. Eckardt & Co.-Fields of Operation.

Three new men have recently joined the traveling staff of H. P. Eckardt & Co., Toronto. G. L. Scott, who has been added to the city selling staff, steps from the retail to the wholesale department of the trade. He was one of the brightest and most promising grocery clerks in Toronto. He was with Swan Bros. for 10 years and could have had no better tuition. Ambitious, enterprising and industrious, with a pleasing address and a thorough working knowledge of the trade, Mr. Scott is assured a bright

future.
A. M. Cowling, of Colborne, who recently seld his business there to Bradd Bros., is now representing the firm in the Niagara Peninsula and on the main line of the Grand Trunk south, as far west as Ingersoll.

Mr. Cowling conducted his Colborne business successfully four years. His sunny smile and genial ways will make his paths pleasant. He follows Bert Milner who recently left the road to go into business for himself in his home tewn of Brampton. If Mr. Cowling keeps the grass from growing on Bert Milner's territory he'll do.

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The third man is G. J. Gould, formerly with Douglas & Ratcliff. He takes up the task laid down by "Bill" Bradley in Central Ontario north. Mr. Bradley is going into business for himself in the metal trade in Ottawa. In that he simply follows the family bent. Mr. Gould was laid up this week with

#### NOVA SCOTIA MERCHANT DEAD

## James A. Gass, for Thirty-five years in Grocery Trade in Halifax.

James A. Gass, aged 60 years, a prominent business man of Halifax, passed away at his home in that city last week. Mr. Gass was a native of Shubenacadie, but came to Halifax some conducted 35 years ago and has since conducted a crockeryware and grocery business, first on Argyle street and afterward on first on Argyle street and afterward on Granville street. He was a prominent Mason and belonged to Royal Sussex Lodge, A.F. and A.M., and was a Past Deputy Grand Master of the Grand Lodge of Nova Scotia. He was also a member of the Scottish Rites and belonged to the Knights Templars. The deceased was also a member of North British Society and of the Halifax Lodge of the Knights of Pythias. In every organization to which he belonged he was well liked and always took an active interest. an active interest.

The deceased, who was a man of ster-Ine deceased, who was a man of ster-ling character, is survived by a widow, one son and two daughters, Misses Flor-ence and Jean. His son, J. Edward, was in partnership with his father, in the firm of J. A. Gass & Son.

E. D. Marceau Company, Montreal, are offering good values in Japan teas. Some choice lots are on sale. The cof-

fees of this company are also quoted.

Kings county, N.S., has invested in fishing gear \$20,515. The catch of fish last year amounted in value to \$63,244.

## 'A NAME PROCLAIMED AFAR!'

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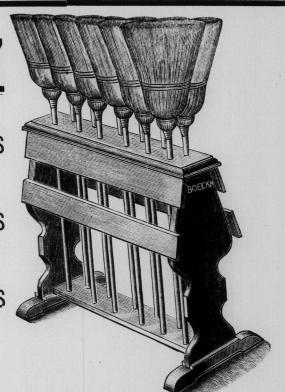
BOECKH on BRUSHES and BROOMS
MEANS SECURITY

BOECKH on BRUSHES and BROOMS
MEANS HONESTY

BOECKH on BRUSHES and BROOMS
MEANS SELL-ITY

BOECKH GOODS ARE GUARANTEED

Any Jobber will be pleased to supply you.



UNITED FACTORIES, LIMITED 80 York Street, TORONTO, CANADA

# "WELL, I GUESS"-

Means loss and failure in these days of swift business, good service and close profits.

You ought to know, not guess. Improving all the time? Some day you'll get an

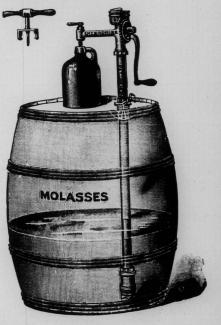
"ENTERPRISE"

## Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



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

# "UNISYSTEMS"

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

## UNIVERSAL SYSTEMS, LIMITED

8-10 ADELAIDE STREET WEST TORONTO

14 BANK OF OTTAWA BLDG.
MONTREAL

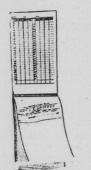
#### STOP WORRYING!

Look at that cut for a minute.
That's a

#### Duplex Counter Check Book

and worry won't hang around the store where it is used. You ought to know more about it because there's money in it for you.

The Carter-Crume Company, Limited
Toronto and Montreal



## **ELECTRIC POWER COFFEE MILLS**



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

# COLES Electrically Driven Coffee Mills



Single and Double Grinder

#### Pulverizing and Granulating

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

Our Grinders
Wear Longest

## **Grinding Capacity**

Granulating 2 lbs. per minute.

#### COLES MANUFACTURING CO.

Nes. 1615-1635 North 23rd St.

Todhunter, Mitchell & Co., Tor Dearborn & Co., St. John, N.B. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Gorman Eckert & Co., Londo 1, Only

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## TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

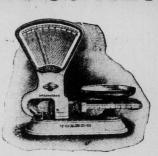
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply.

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.





BUTCHERS AND GROCERS. 4

## GOOD GROCERY FIXTURES should provide for-



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lers

EFFICIENCY of Service. ECONOMY of Space, Time and Labor. CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

## WALKER BIN"

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

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

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg.

SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

## Clean Oil and a Clean Store

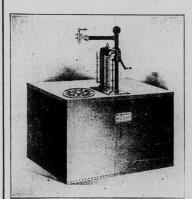
You don't have to put up with dirty, greasy floors and furniture, contaminated merchandise and odor-laden atmosphere, simply because you store and sell oil in the same room with your stock. Neither do you have to sell your customers oil which is full of dirt and grit and only half as efficient as it ought to be on account of evaporation, simply because you store the oil yourself for a time.

The Bowser Self-Measuring Oil Tank will store your oil and keep it pure and clean and secure from evaporation. It will pump the oil directly into the customer's can without funnel or measure and it will keep the store as clean and free from odors as if no oil were sold there.

The pump can be placed where it is most convenient and the tank can be on the first floor, in the cellar, out doors or underground, in fact, anywhere.

Send for catalog B., which describes the Bowser System.

S. F. BOWSER & CO., INC., 66-68 Fraser Ave., Toronto



Cut No. 9-First Floor Outfit with All Metal Tank

#### Pratts Astral Lamp Oil Genuine

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

WHOLESALE ONLY

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

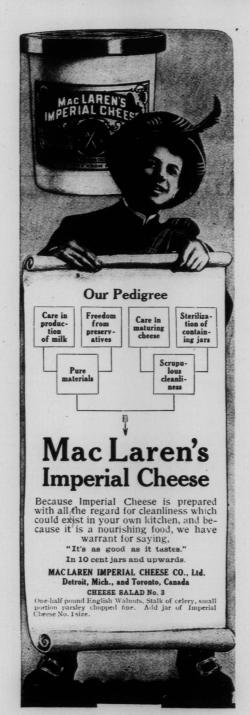
sist on getting what you ask for,

The Arctic Refrigerator, made for a lines of business. We have **Just what the** grocer needs. The best on the market. Write for our new catalog. The best on the market. Write JOHN HILLOCK & CO., LIMITED TORONTO, ONT

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# Advertisements Which Sow The Seed

And Create a Demand from the Best People





# Why Not Reap The Harvest—

A Substantial Invariable Profit?

Quotat The foresponsibles Grocer, at o

Cook's Friend—

Size 1, in 2 and 4

" 10, in 4 doz. 1

" 2, in 6

" 3, in 6

" 5, in 4

Pound tins, 2 dos
12-oz. tins, "

Diamond—
1-lb. tins, 2 doz. i

IMPE

1-doz. 3-doz. 1-doz. 1-doz.

> Borax, 1 1 Cornstand



BOY.

oyal—Dime ... 1b. ... 6 oz. ... 1b. ... 12 oz. ... 1 lb. ... 12 oz. ... 1 lb. ... 3 lb. ... 3 lb. ...

arrels—When cent. discour

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Siz Cleveland's—Dir 1 } lb 0 os 1 1 12 (

Barrels—When cent. discoun

T. E

Orown Brand—

1 lb. tins, 2 doz. in

Zeen's Oxford, pe In 10-box lots Reckitts Square I Reckitt's Square I Gillett's Mammot Nixey's "Cervus,"

" according t

## 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 responsible for their accuracy. F Grocer, at our nearest office.

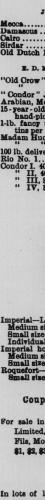
Jan. 31,	1907.
Baking Powder.	
Cook's Friend—	Per dos.
Size 1, in 2 and 4 doz. boxes	\$2 40 2 10 0 80 0 70 0 45 3 00 2 40 14 00
W. H. GILLARD & CO.	
Diamond— 1-lb. tins, 2 dos. in case	\$2 00 1 25 0 75
IMPERIAL BAKING POWDER.	
Oases. Sizes. I	Per dos.
4-doz. 10c. 3-doz. 6-oz. 1-doz. 12-oz. 3-doz. 12-oz. 3-doz. 5-doz. 24lb. 5-doz. 5lb.	\$0 85 1 75 3 50 8 40 10 50 19 75
. OCEAN MILLS.	Per doz.
Ocean Baking Powder, 2 lb., 4 doz	. \$0 45
Ocean Baking Powder, † lb., † doz " " lb., 5 doz " 1 lb., 5 doz Borax, † lb. packages, † doz Cornstarch, † lb. packages, † doz Freight paid 5 p.0.20 days,	. 0 90 . 1 25 . 0 40 . 0 78
MAGIC BAKING POW	DER.
MAG/C 4 " 6 " 8 " 12 " 12 " 16 " 12 " 16 " 16 " 15 " 16 " 16 " 16 " 16 " 16 " 16 " 17 " 16 " 17 "	Per doz. \$0 40 0 50 0 75 0 95 1 40 1 45 1 65 1 70 4 10 7 30 Per case \$4 55
BOYAL BAKING POWDER.	
Sizes. F	er Doz.
Royal—Dime i lb	0 95 1 40 1 95 2 55 3 85 4 90 13 60 22 35
arrels-When packed in barrels	one per
cent. discount will be allowed.	
CLEVELAND'S BAKING POWDE	R.
	er Dos.
Cleveland's—Dime.  1 lb.  6 oz.  1 lb.  2 oz.  1 lb.  5 lb.  5 lb.  5 lb.  5 lb.  5 lb.	\$ 0 93 1 33 1 90 2 45 3 70 4 65 13 20 21 65
Barrels—When packed in barrels cent. discount will be allowed.	one per
T. KINNEAR & CO.	
Crown Brand—	
1 lb. tins, 2 doz. in case	\$1 20 0 80 0 45
Blue.	
In 10-box lots or case	90 17 0 16

Jan. 31, 1907.

of proprietary articles which are for charges for inserting quotatio	
or charges for miser ting quotation	ns in this department apply to Au
Black Lead.	PEWEDARR'S COCOA
Reckitt's, per box\$1 15 Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or 2 gross, 4 oz.	A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Torento.
Reckitt's Zebra paste, i-gro. boxes, \$10.20 per gross.	lb tins, 44 doz. to caseper doz., \$ .90 1 " " 4 " " " " " 4.75 1 " " 1 " " " 4.75 2.40 4.75 1 " " 1 " " " " 9.00
Per gross.  6a size	JOHN P. MOTT & CO.'s. R. S. McIndoe, Agent, Toronto.
2 size 2 50 Cereals.	J. A. Taylor, Montreal.  Jos. E. Huxley, Winnipeg.  Arthur Nelson, Vancouver, B.C.
Wheat OS, 2-lb. pkgs., per pkg 0 08	MOTI'S
PETERBOROUGH CEREAL CO.	CHOCOLATE  KWAP MOTALE
Canada lakes "Engli h" 36/10 s\$2 85	Per Elite, 2 s
Canada:Flakes "Household." 24/25 s 5 00	Prepared cocoa, ½ s. 0 30 Prepared ½ s 0 28 Mott's breakfast cocoa, ½ s. 0 40  "No 1 chocolate ½ s 0 38  "No 1 chocolate ½ s 0 39
5-case lots 4 90 Freight prepaid	" Navy " 1's 0.98
on 5-case lots assorted.	Vanilla sticks, per gross 1 00 Diamond chocolate, is 0 24 Confertionery chocolate, 21c. to 0 31 Sweet Chocolate liquors. 21c. to 0 35
Chocolates and Cocoas.  THE COWAN CO., LIMITED.	WALTER BAKER & CC., LIMITED.  Per lb.
O000a-	Premium No. 1 chocolate, 12-lb. boxes \$0 37
Perfection, 1-lb., per doz. \$2 40  " 1 lb., " 1 20  " 10c. size " 0 90  " 5.lb. ting roath 0 90	German sweet chocolate, and d-lb. cakes, 6-lb. boxes
" 10c. size " 0 90 " 5-lb. tins per lb. 0 37 Soluble, No. 1,5 and . 10-lb. tins, per lb 0 20 " No. 2, 5 and 10-lb. tins," 0 18	6-lb. boxes 0 35 Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes 0 35
Special quotations for cocoa in bbls.,kegs,etc.  Chocolate—	Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins
Queen's Dessert, ½'s and ½'s per lb\$0       \$0         Vanilla, ½'s       J         Parisian 8s, per lb       0	1-lb. tins 0 41 Cracked cocos, 1-lb. pkgs., 5-lb. bags 0 34 Caracas tablets, 100 bundles, tied 5 s, per box 3 00
The following sweetened for household purposes:	per box
Royal Navy, ½'s and ½'s, per lb	CanadianBranch,165-171 William st. Montreal Breakfast cocoa— Per lb.
The following unsweetened:	5-1b. screw top cans, 10 cans in case, 36c. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c. 6-lb. boxes, 12 boxes in case, 1-lb, tins. 36c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.
Perfection, ½'s, per lb	6-lb. boxes, 12 boxes in case, 1-lb. tins36c. 6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c. Sweet chocolate powder—
Icings for cake—	5-lb, tins, 10 tins in case
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz 0 90	12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c. Premium chocolate—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz	6-lb. bxs., 12 bxs. in case, 1-lb. pkgs30c 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs30 <sub>C</sub> .  Milk chocolate—
Cream bars, 60 in box, per box 1 80 6 in box, per doz. boxes 2 25	6-lb. bxs., 12 bxs. in case, 1-lb. pkgs28c. 100 2-cent pieces in box, each\$1.25
Chocolate ginger, per lb 0 30	Vanilla sweet chocolate— 100 2-cent. pieces in box\$1.25
vanilia chocolate wafers, No. 1, 5 lb. boxes, per lb	100 2-cent. pieces in box
per lb	Diamond sweet chocolate— 6-lb. boxes, 12 bxs. in case, ½-lb. pkgs 22c. 13-lb. boxes. 5 boxes in case, 1-lb. pkgs 22 6-lb. " 12 " " 2c 22c.
Chocolate— PRY's. per lb.	Gold Medal chocolate powder—
Caraccas. 2's, 6-lb. boxes	5 lb. tins, 10 tins in case
	5-lb. tins, 10 tins in case
Concentrated, 2's, 1 doz. in box 2 40 "" 1-bs. "" 4 50 " 2 25	5c. sticks, per box (40 sticks)
1-lbs. " 8 25 Homosopathic, 3's, 14-lb. boxes 3's, 12 lb. boxes	Condensed Milk.
	BORDEN'S CONDENSED MILK CO.

supplied by the manufact is in this department apply	
BENSDORP'S COCOA  A. F. MacLaren, Imperial Cheese Limited, Agents, Torento.  lb tins, 45 doz. to caseper doz.,  1 " " 2 " " " " " "  JOHN P. MOTT & CO.'S.  R. S. MoIndoe, Agent, Toronto J. A. Taylor, Montreal.  Jos. E. Huxley, Winnipeg.	\$ .90 2.40 4.75 9.00
Arthur Nelson, Vancouver, B.C.  NOTE: DIA MOND CHOCOLATE	
	Per \$0 32 0 30 0 28 0 40 0 38 0 32 1 00 0 24 0 31 0 35
WALTER BAKER & CC., LIMITEI	Per lb.
Premium No. 1 chocolate, 12-lb. boxes Breakfast cocoa. 2, 5, 1 and 5-lb tms German sweet chocolate, 1 and 1-lb. cakes, 6-lb. boxes Oaracas sweet chocolate, 1-b. cakes, 6-lb. boxes Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins Soluble chocolate (hot or cold sods) 1-lb. tins Oracked cocos, 1-lb. pkgs. 5-lb. bags Oaracas tablets, 100 bundles, tied 5 s, per box The above quotations are f.o.b. Mo	0 35 0 35 0 47 0 41 0 34
WALTER M. LOWNEY CO. Canadian Branch, 165-171 William st. M.	ontreal
Breakfast cocoa— 5-lb. screw top cans, 10 cans in case, 12-lb. boxes, 6 boxes in case, 1-lb. tin. 6-lb. boxes, 12 boxes in case, 1-lb. tin. 6-lb. boxes, 12 boxes in case, 1-lb. tin. 6-lb. boxes, 12 boxes in case, 1-5-lb. ti	Dan II
Sweet chocolate powder— 5-lb. tins, 10 tins in case	255. ns. 26c. ns. 26c. ns. 28c.
Premium chocolate— 6-lb. bxs., 12 bxs. in case, \(\frac{1}{2}\)-lb. pkg 6-lb. bxs., 12 bxs. in case, \(\frac{1}{2}\)-lb. pkg	s30c
Milk chocolate— 6-lb. bxs., 12 bxs. in case, i-lb. pkg 100 2-cent pieces in box, each	s28a.
Vanilla sweet chocolate—  100 2-cent. pieces in box	
6-lb. boxes, 12 bxs. in case, 1-lb. pkg 12-lb. boxes, 6 boxes in case, 1-lb. pk 6-lb. " 12 " "ase, 1-lb. pkg	8 22c. 198 22n. 19 22c.
Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c. 33c.





5-1b. tins, 10 tins in case	For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal. \$1, \$2, \$3, \$5, \$10 and \$20 books.
Condensed Milk.  BORDEN'S CONDENSED MILE CO.	Un- Covers and num Coupons bered. numbered
Wm. H. Dunn, Agent, Montreal & Toronto.         Cases.       Doz.         "Eagle" brand (4 doz.)	In lots of less than 100 books, 1 kind assorted. 4c. 4½c. 100 to 500 books 4c. 100 to 1,000 books

#### SAFETY IS THE FIRST CONSIDERATION



Some manufacturers of steve polish try to induce you to sell an inferior article—often a highly inflammable, dangerous and explosive polish, which is liable to severely burn your customers, possibly horribly disfigure them and perhaps burn them to death. These deaths and accidents from explosive stove polishes are not rare by any means, as we can prove to any one from the news columns of the daily papers.

columns of the daily papers.

Remember, that RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH both give you a good margin of profit and are absolutely safe in the hands of the user. You can carry them in your stock with safety. Insurance companies are liable to object to paying losses in stores where inflammable goods are kept on the shelves without permits. Don't TAKE ANY CHANCES.

MORSE BROS., Props. - Canton, Mass., U.S.A.

# CANADA'S TERMINAL WAREHOUSE



# FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND Custom's Bond No. 5 Excise Bond Q.

## **LOWEST INSURANCE RATES**

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. Goods Prompt-

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL



# Borden's Brands

SOLVE THE MILK QUESTION

"EAGLE" brand
Condensed Milk

You can solve your customers' milk troubles by selling them Borden's Brands.



"PEERLESS" brand
Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

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\$1 00 to \$3 00 books 5 00 books 10 00 " 15 00 " 20 00 " 35 00 "



The Davidson &

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Pottles 1-oz., cas

" 20 " "
Infants

Reginson's patent ba

Jams a

Frank Magor

Or the marmalade... Clear jelly marmalades Streeberry W. F. jan

## Importers of TEAS, COFFEES and SPICES WM. BRAID & CO.,



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# There Are Many

teas that are selected to please the eye-because the leaf is attractive and tippy-drinking quality being made a secondary consideration.

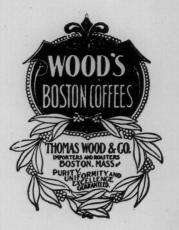
This may satisfy the grocer, but does it satisfy the consumer? Does it hold your

In blending CHALLENGE CUP TEA, cup quality is the first consideration. Write for samples. Packed in 1, and ½ lb. lead packages, also in 3, 5 and 10-lb. fancy tins.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.	Raspberry " "	Tar licorice and Tolu wafers, 5-lb. cansper can 2 00 Licorice lozenges, 5-lb. glass jars 1 75	Orange Marmalade.
\$1 00 to \$3 00 books 3 cents each	Black current " 1 75		T. UPTON & CO.
5 00 books 4 110 00 51 15 10 00 64 15 12 12 12 12 12 12 12 12 12 12 12 12 12	Other jams	"Purity" licorice 10 sticks 1 48 100 scicks 0 73 Dulce large cent sticks, 100 in box	12-oz. glass jars, 2 doz.caseper doz. \$ 1 00 Home-made, in 1-lb. glass jars " 1 40 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07 Golden shred marmalade, 2 doz. case,
50 00 "12 "	T. UPTON & CO.	Lye (Concentrated).	per doz 1 75
	Compound Fruit Jams—	GILLETT'S PERFUMED. Per case.	Sauces.
Cleaner.  Per doz.  EASYBRIGHT  4-oz. cans \$ 0.90	12-oz. glass jars, 2 doz. in case, per doz. \$1 00 2-lb. tins, 2 doz. in case per lb. 0 07\frac{1}{2} 5 and 7-lb. tin pails, 8 and 9 pails in	1 case of 4 doz. \$3.60 3 cases of 4 doz. \$3.50 5 cases or more \$3.40	Worcestershire, Holbrook's, small, per doz\$2 15 Worcestershire, Holbrook's, large, per doz
0-0Z. 1 35	crateper lb. 0 07	w:	Less than case lots, 10c. and 15c. doz. extra
CLEANER Quart " 3 75	7 and 14-lb. wood pailsper lb. 0 07	Mince Meat.	
CLEARS (VERYTEIRS. Gallon " 10 00	30-lb. wood pails " 0 062 Compound Fruit Jellies—	Wethey's condensed, per gross net \$12 00 per case of doz. net 3 00	Soda. COW BRAND.
Wholesale Agent	12-oz. glass jars, 2 doz. in case.per doz. 1 00 2-lb. tins, 2 doz. in case per lb 0 072	Mustard.	DWIGHT'S Case of 1-lb. contain ing 60 packages pe
The Davidson & Hay, Limited, Toronto	7 and 14-lb. wood pails, 6 pails in crate	mustara.	
	30-lb. wood pails per lb. 0 07	COLMAF'S OR KEEN'S.	box, \$3 00. Case of 1-lb. (con taining 120 pkgs.
Extract of Beef.	Home Made Jams—absolutely pure— 1-lb. glass jars (16-oz. gem) 2 doz. in	D.S.F., Ib. tins	Der box, \$3 00.
LAPORTE, MARTIN & CIE, LTD.	caseper doz. \$1 60 1 90	Durham 4-lb. jar	BAKING SODA 1-1'. and 60 1-1b.
"Vita" Pasteurized Extract of Beef.	5, 7, 14 and 30-lb. pails, per lb0 09 0 12	F. D., 1-lb, tins per doz. 0.85	Case of 5c. pkgs. containing 96 pkgs.), per box, \$3 00.
Sottles 1-oz. case of 2 doz 23 90	Lard.	"   lb. tins " 1 45	
			MAGIO BRAND.
" 20 " " 1 " 4 75	THE N. E. FAIRBANES CO. BOAR'S HEAD	E. D. MARCEAU, Montreal.	No. 1. cases 60 1-lb reckeres
" 20 " " I " 9 00	LARD COMPOUND.	"Condor," 12.lb. boxes-	No. 1, cases, 60 1-lb. packages\$2 75 No. 2, "120 1-lb." 2 75
	Tioner	2-lb, tins ner lb 2 0 %5	No. 3, " {30 1-lb. " } 2 75
Infants' Food.	Tierces	1-lb. tins 0 35	No. 5 Magic soda cases 100 10 or mber
p	Tubs, 60 lbs 0 092	4-10. jars	1 Case 9 95
Beginson's patent barley j-lb. tins \$1 25	Pails	a-lb. jars 0 35	5 cases
" I-lb. tins 2 25 " groats I-lb. tins 1 25 " I-lb. tins 2 25	20-lb. tm pails. 1 93 Cases 3-lb. " 0 108 " 5-lb. " 0 109	Old Orow," 12-lb. boxes—	Soap and Washing Powders.
" I-lb. tins 2 25	" 10-1b. " 0 10	\$-lb. tinsper lb. 25	GUELPH SOAP CO.
	0 10g	1-lb. tins	1 case 5 case
Jams and Jellies.	Tinonto	1-10. Jars	Royal City Soap (bar) 2 50 2 40
	Licorice.	1-lb. jars 0 25	Peerless Soap (bar) 2 50 2 40 Standard Soap (cake) 2 40 2 30
SOUTHWELL'S GOODS. Per doz	NATIONAL LICORICE CO.		Crystal Soap Chips, per lb. 5c.
Frank Magor & Co., Agents.	All hoves mod on annual	Olive O11.	A. P. TIPPET & OO., Agents.
	5-lb. boxes, wood or paperper lb. \$0 40 Fancy boxes (36 or 50 sticks)per box 1 25	LAPORTE, MARTIN & CIE, LTD.	Maypole soap, colors per gross\$10 20 black 15 30
Or ge marmalade	Kinged 5-10. Doxesper 1b. 0 40	Minerva Brand— Minerva, qts. 12's \$5 75	Oriole soap
Streeberry W. F. jam 200	"Acme" pellets, 5-lb. canspercan 2 00	" pts. 24's	Oriole soap

Golden shred marmalade, 2 doz. case,
per doz 1 75
Sauces.
Worcestershire, Holbrook's, small, per doz
W Ofcestershire. Holbrook's lases
per doz
Soda.
COW BRAND.
Case of 1-lb. contain
ing 60 packages pe box, 23 00.
Case of 1-lb. (con
Case of 1-lb. (con taining 120 pkgs. per box, \$3 00.
Date of 1-lb and 1.
BAKING SODA lb. (containing 30 1-1), and 60 1-1b.
Case of 5c. pkgs. containing 96 pkgs.), per box, \$3 00.
MAGIO BRAND.
Per case.
No. 1, cases, 60 1-lb. packages 2 75 No. 2, " 120 1-lb. " 2 75
No 9 " (30 I-lb. " )
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 Case 2 85
5 cases 2 75
Scap and Washing Powders.
GUELPH SOAP CO.
Powel City Good (hear) 1 case. 5 case.
Royal City Soap (bar) 2 50 2 40 Peerless Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb. 5c.
A. P. TIPPET & OO., Agents.



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	· , · · .		
Starch.  EDWARDSBURG STARCH CO., LIMITED.	J. & J. COLMAN'S, LIMITED.  Rice Starch— Packed in cases of 56 lbs. each (cases free)	MOTHER'S	E. D. MARCEAU, Montreal.  Japan Teas—
Laundry Starches - No. 1 White or blue, 4-lb. carton, 5 0 66; No. 1 " 3-lb. " 0 66; Canada laundry	No. 1, London— Per lb. In papers of 4 to 5 lbs	PAVORITE MELAGAMA	"Condor" I 40-lb. boxes \$
No. 1 " 3-lb. " 0 Cc; Canada laundry	4 lbs. net weight 84c. 1 lb. gross weight 8c. 2 lb. gross weight 9c. 2 lb. gross weight 10c. Buff Staroh, for Ourtains, Lace, etc., in	put up in 30, 60 and 100 lb. boxes.  Wholesale Retail.	## 140-lb. boxes. ### 1118-0-lb. boxes. ### 1118-0-lb. boxes. ### 1118-0-lb. boxes. ### 100-lb. #### 100-lb. ##### 100-lb. ##### 100-lb. ####################################
Benson & Co.'s Prepared Corn 0 07	Cardboard Boxes.  11b. gross weight	Black, green, mixed, 1 lb 0 18 0 25 1 lbs 0 19 0 25 1 lbs 0 20 0 30	** XXX 80-lb. **  ** XXX 80-lb. **  ** XXX 80-lb. **  ** XX 80-lb. **
Canada Pure Corn 0054 Rice Starch— Edwardsburg No. 1 white, 1-lb. car. 0 10 AMERICAN PURE FOOD COMPANY. Japanese Starch.	SHISING SUNT	1 10s, & js. 0 40 0 60	" LX 60-lb. per case, lead 0 27½ packets (25 1's and 70 ½'s) "Condor" Cerion black tea in lead packets Green Label, is, is and is, 60-lb. cases
1 case, 5 doz	For durability and for cheapness this prepa-	Copion Tea, in 1 and 1-lb. lead packages, black or mixed.	XX 50-lb.  XX 50-lb. po case, lead 0 27½ packets (25 l's and 10 27½ packets (25 l's and 10, 20)  "Oondor " Ceylon black tea in lead packets Green Label, ½s, ½s and 1s, 60-lb. casesretail 0 27½ at 0 Grey Label, ½s, ½s and 1s, 60-lb. casesretail 0 30 at 0 23 Yellow Label, ½s and 1s, 60-lb. casesretail 0 35 at 0 26 Blue Label, ½s, ½s and 1s,
12-oz. case, 4 doz	ration is truly unrivalled.  Per gross. Rising Sun, 6-os. cakes, i-gross boxes \$8.50	Black Label, 1-lb., retail at 25c	50-lb. casesretail 0 40 at 0 30 Red Label, is, is and is, 50-lb. casesretail 0 50 at 0 34 White Label, is, is and is.
Oanada Laundry, boxes of 40-lb. \$0 052 Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb 0 052 Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb 0 062 Barrais, \$00 lb 0 065 Kags, 100 lb 0 065	Rising Sun, 5-oz. cakes, †gross boxes \$8 50 Rising Sun, 3-oz. cakes, gross boxes 4 50 Sun Paste, 10c. size, †gross boxes 10 00 Sun Paste, 5c. size, †gross boxes 5 00 Syrup.	Green Label. 400. 0 28  Bed Label, 500. 0 35  Orange Label, 500. 0 42  Gold Label, 800. 0 55	50-lb. casesretail at 0 40 Black Teas—"Old Orow" blend— Bronzed tins of 10, 25, 50 and 80-lb. No. 1
	"GROWN" BRAND PERFECTION SYRUP. Per case. Plain tins, with label— 21b. tins, 2 dos. in case	REDROSE Head Office, St. John, N.B. Toronto Office, 3	No. 2 " 0 304 No. 3 " 0 25 No. 4 " 0 20 No. 5 " 0 17
1-lb. fancy cartons, cases 30 lb. 0 071 5-lb. toy trunks, 8 in case 0 072 5-lb. enameled tim caniters, 8 in case	1 lb. tins, 2 dos. in case	Wholesale, Retail.	Tobacco. THE EMPIRE TOBACCO CO., LIMITED. Smoking—Empire, 4s, 6s and 12s \$0 46 "Amber, 8s. and 3s 0 65
1-lb. fancy boxes, cases 36 lb \$0 07\frac{1}{2}\$ Canadian Biscotrio Starch— Boxes of 46 fancy pkgs., per case 2 50 Celluloid Starch— Boxes of 45 cartons, per case 3 50	5 gal. tins, per can	Brown Label, I's and i's 0 20 0 25 Crimson " I's and i's 0 22 0 30 Green " I's and i's 0 25 0 35 Blue " I's, i's, i's, i's 0 30 0 40 Bronze " I's, i's, i's 0 36 0 50 Gold " I's, i's, i's 0 44 0 60	Amber, ss. and ss.   0 80   179, 78   0 50   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78   0 51   179, 78
Onlinary Starohes— Ohallenge Prepared Corn— 1-lb. packages, boxes 40 lb 0 05‡ 30. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb 0 07 Orystal Maise Corn Staroh—	TOAS.	Gold "1's, §s, §s 0 44 0 60 All grades, either black, green or mixed.	Bobs, 6s, and 12s 0 45
SAN TOY STARCH.	SALADA GEYLON.  Wholesale. Retail.  Brown Label, 1's	BLUE PIBBON TEA CO., TO RONTO	" Dixie, 7s 0 56
pkges, cases 5 dox., per case 4 75 8T. LAWRENCE STAROH CO., LIMITED. Ontario and Quebec. Oulinary Starches—	Brown Label, 1's	Wholesale. Retail. Yellow Label, 1's and ½'s	JOS. COTE, QUEBEC.  Cigars, per thousand.  Cote's Fine Cheroots, 1-10
Bt. Lawrence corn starch, 40 lb . 0 07 Durham corn starch, 40 lb 0 05 Laundry Starches— No. 1 White, 4-lb. cartons, 48 lb . 0 05  " 3-lb. cartons, 36 lb . 0 05  " 200-lb. bb 0 05	LUDELLA CEYLON, 1's	Red Label, 1's \(\frac{1}{2}\)'s, \(\frac{1}{2}\)'s and \(\frac{1}{2}\)'s. 0 30 0 40  White Label, 1's, \(\frac{1}{2}\)'s and \(\frac{1}{2}\)'s 0 35  Gold Label 1 s and \(\frac{1}{2}\)'s 0 42  Purple Label, \(\frac{1}{2}\)'s and \(\frac{1}{2}\)'s 0 55  80	El Sergeant Premium, 1-20—1-40
" 200-lb. bbl 0 05 " 100-lb. kegs 0 05 Canada Laundry, 40 to 46 lb 0 05 Ivory Gloss, 8-6 family pkgs., 48 lb 0 072	Blue Label, 1s. \$0 18\ \$0 25 Blue Label, 1s. 0 19 0 25 Orange Label, 1s and \( \frac{1}{2} \) 0 21 0 30 Brown Label, 1s and \( \frac{1}{2} \) 0 28 0 40 Green Label, 1s and \( \frac{1}{2} \) 0 35 0 50 Green Label, 1s and \( \frac{1}{2} \) 0 35 0 50	Embossed, i's and i's 0 70 1 00	Cut tobaccos.  Petit Havana, 1-3, 1-13—1-6
100-lb. kegs 0 05	Brown Label, 1's	FURE AM RAIDE	**************************************
Cuinces STARCS STARCS STARCS OCHAN MILLS	Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.  "A." 1's and ½'s	Cases, each 60 1-lb	E.D. MARCEAU, Montreal. Per getting the pure distilled, highest quality. \$0.85. Condor, pure distilled. 0.27. Old Crow. 0.28. Canadal prices to buyers of large quantiti
We !UNT Ohinese starch, per case of 4 dos., \$4, less 5 per cent.	No. 1 '0,' 1's and ½'s 0.35 No. 2 '' 0.30 No. 3 '' 0.30 No. 4 '1's 0.22 Japan Teas— 0.20	" " 100 1-10	White Wine, proof
21/	Victoria, hf-c, 90 lbs         0 25           Princess Louise, hf c, 80 lbs         0 19           Ceylon Green Teas—Japan style—         Lady, cases 60 lbs         0 18	Wholesale. Betail   Red Lacel, 1-lb. and is	Yeast. Boyal yeast, 3dos. 5c. pkgs
	Duchess, cases 60 lbs 0 19	Japan, 1s 0 19 0 25	Gillett's cream yeast, 3 dos in case1 1:

- 1. Whole Fruit
- 2. Delicious Flavor
- 3. Attractive Glass Jar

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Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

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0 271 kets

0 23

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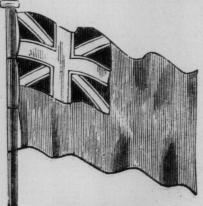
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