CIRCULATES EVERYWHERE IN CANADA

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

# CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

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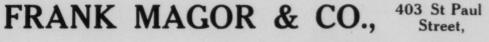
NO. 52.



The Season's Greetings

# Keen's Oxford Blue and Robinson's Patent Barley

Your friends in the past—your best friends in the future—



**MONTREAL** 

Agents for the Dominion of Canada

To all our friends and patrons
Jobbing and Retail
we extend the

# Compliments of the Season

May the Coming Year 1909 be a Prosperous one for you.

### EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



tario

# Sell The Goods That Satisfy

Win the confidence of your customers and you have the secret of success,

SURPRISE will please the Most Particular Gustomore



The St. Craix Seep Manufacturing Company

Pactory at ST, STEPHEN, N. S.

BRANCHES :- MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

# An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best.
Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.

A Merry Xmas and Prosperous New Year



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



HAMILTON

#### G. WALLACE WEESE

Manufacturer's Repr Grocers' and Confectioners' Supplies, Storage and Distribution attended to.

Am open to accept one or two more clients, established connections.

Offices: Myles Fireproof Storage Warehouse HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

#### J. W GORHAM & CO.

JERUSALEM WAREHOUSE HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers. WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

MONTREAL

#### FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

#### J. T. ADAMSON & CO

**Customs Brokers** and Warehousemen

27 St. Sacrament Street, Montreal TEL. MAIN 778

#### ROBERT ALLAN & CO.

General Commission Merchants MONTREAL

Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris & Co. Chicago, Pork and Lard.

#### J. WALTER SNOWDON

MANUFACTURERS' AGENT AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.

23 Burton Ave., Westmount, Montreal

D. McL. BROPHY

414 St. Paul St.

Broker and Manufacturers' Agent

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention

MOOSE JAW

#### D. STAMPER

GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT

Goods Stored and Distributed Warehouse, City Spur Track

P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

#### T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

PRGINA

#### WARREN

Box 1036 - REGINA
Manufacturers' Agent and Commission
Merchant. Direct Importer of all grades of
pure Ceylon Teas, and Grocery and Drug
Specialties. Dealer in Coffees, Spices,
Mustard, etc. Established eleven years.
More lines desired.

ST. JOHN

#### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN ST. JOHN, .

Open for a few more first-class lines

TORONTO.

#### ON SPOT

RAISINS, CHEESE, BEANS **EVAPORATED APPLES** 

AT LOWEST PRICES

#### W. H. MILLMAN & SONS

GROCERY BROKERS TORONTO

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents Established 1885.

TORONTO.

#### SWIFT'S "SILVER LEAF" LARD

Car now on track. Our prices are right.

#### Anderson, Powis & Co.

15 Wellington Street East, Toronto

#### DOMINION STORAGE & FORWARDING CO., LTD.,

43 Colborne Street, TORONTO Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5681

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

Manufacturers' Agents **Importers** 

29 Melinda St., Toronto

#### MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

#### Don Storage & Cartage Co.

81 Front Street Fast Limited PHONE M. 2823

Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

#### STUART WATSON & CO.

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4).



To our Customers
we extend
the Heartiest
of Good Wishes
for Christmas and
the New Year

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GE TD.,

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The Blue Ribbon Tea Co.

LIMITED

A Merry Christmas
and
Happy and
Prosperous New
Year to our
Many Customers
throughout the
Dominion

Ram Lal's Pure Tea Co.

LIMITE

#### Manufacturers' Agents-Continued.

#### VANSOUVER

#### W. H. Escott

141 Bannatyne Ave.

Winnipeg

Wholesale Grocery Broker

Representing

The Hills Brothers Company, New York The Dominion Molasses Company Halifax, N. S.

Underdown and Crichton, London, England, Valencia and Denia, Spain The White Swan Spice and Cocoanut Mills Toronto.

ESTABLISHED 1887

#### Carman Brokerage Co.

Wholesale Grocery Brokers WINNIPEG CALGARY and EDMONTON GOODS STORED AND DISTRIBUTED 141 Bannatvne Ave. WINNIPEG. MAN.

The GRAY, YOUNG & SPARLING CO., Limited

#### SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM

ESTABLISHED 1871

SPRAGUE

#### CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

#### EXPERIENCED ADVERTISEMENT WRITERS

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#### F. G. EVANS & CO.

Grocery Brokers and Commission Merchants 139 Water St., - Vancouver, B.C. Correspondence Solicited.

### TEA;

#### Its History and Mystery

JOSEPH M. WALSH A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

#### CONTENTS

- Early History. Geographical Distribution.
- 3. Botanical Characteristics and Form.
- Cultivation and Preparation.
   Classification and Description
- 6. Adulteration and Detection.
- 7. Testing, Blending and Preparing.
  8. Chemical, Medical and Dietetic
- Properties.

  9. World's Production and Consumption.
- 10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price \$2.00 Postpaid

Bound in Cloth.

TFCHNICAL BOOK DEPARTMENT

The Maclean Publishing Co., 10 Front St. East, . . TORONTO, CAN

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

#### ESTABLISHED 1849

#### **BRADSTREET'S**

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

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

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

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

Correspondence Invited.

— OFFICES IN CANADA —

- OFFICES IN CANADA -

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

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

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

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

#### EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

#### DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

#### 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.

You can make money as well as oblige your customers if you handle

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

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co., OAKVILLE, ONT.

#### Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.

Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00** 

IT WILL PAY YOU TO SEND AT ONCE.

#### MACLEAN PUBLISHING **COMPANY**

Technical Book Department

10 Front St. East, - TORONTO

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### 1908-1909

We take this opportunity of extending to you the Season's Greetings. We sincerely hope that you will have a very prosperous Xmas trade, and that in the New Year your business will be still more satisfactory.

This last year has been an anxious one for most of us, and the profit side of our ledgers may not be altogether satisfactory, yet we have much to be grateful for, and the coming year, from all indications, should be a good one for all of us. As someone has said, "We Canadians have toiled hard until we have reached the top of the toboggan slide, and now nothing can hold us back."

We are entering the New Year with a determination to supply you with the very best Canned Goods at reasonable prices, and we hope your New Year's resolution will be to handle only the very best, viz., Canadian Canners' Brands.

Yours respectfully,

CANADIAN CANNERS, Ltd.



# Clean Methods

mean a whole lot in the manufacture of canned goods. If a sloppy plant is kept and sloppy employes used, the result is generally a sloppy, flavorless product. We are very careful to avoid sloppiness in the manufacture of

#### Old Homestead Brand Canned Fruits and Vegetables

Our methods are strictly clean and up-to-date. Our employes are cleanly people of great skill. Our stock is the subject of expert selection—only the highest grade of fruits and vegetables that can be obtained being used in Old Homestead Brand. The result is, clean, sound goods of a fine, full, natural flavor.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

Picton, - - Ontario

#### A Garden of Three Thousand Acres

A Canning Plant that has very few equals; and a force of clean, highly-skilled **CANADIAN** people are the reasons for the unquestioned high quality of

# FARMER BRAND CANNED FRUITS AND VEGETABLES

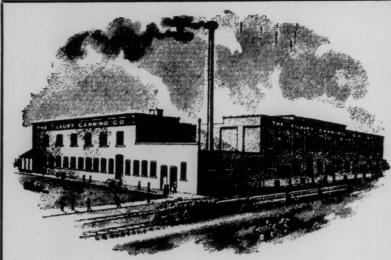
It will pay you to specialize on this brand. Remember, satisfaction brings in the money; and that's what you're after. We guarantee that FARMER BRAND will create and maintain satisfaction. Try it! Next time you order canned goods, specify FARMER BRAND.

Farmers' Canning Co., Limited, BLOOMFIELD

Unequalled in Quality and a Producer of Permanent Profit

# QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD. ONT.



# Tilbury Brand" Canned Goods

are in a group of their own—the A1 GROUP

Nothing Better Packed

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

RYAN BROS., Winnipeg | Sales Agents for Manitoba, Saskatchewan and Alberta.

WESTERN SALES AGENTS | A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

# The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

# Confidence begets Confidence

Every grocer selling "Salada" is a partner with us. As such we appreciate your co-operation—your interest—your confidence. Our success is your success—our enterprise —our aim "to serve the public well" materializes in your benefit.

Despite a quiet year in every sphere of commercial life the sales of "Salada" continue to expand. Week after week the increasing confidence of the public and the trade is reflected in our rapidly growing sales. At this season business is usually quiet, nevertheless in Canada alone last week our sales were

#### 14,233 pounds

more than in the corresponding week of 1907. This is only possible through the confidence thousands of grocers have in selling "Salada" to people who in turn not only have confidence in "Salada" but in the grocer selling it.

Wishing You a Merry Christmas.

The "Salada" Tea Co.

eir

d

Toronto or Montreal

#### As Pure as Windsor Salt

\$1.00 Sold \$25 Worth It was a thirty-mile trip to town and the instructions of Mrs. of Groceries Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's —naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

CANADIAN SALT COMPANY, LIMITED, Windsor, Ont.

Windsor Salt



1908 was a splendid year for

# BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream. The trade of Canada found that quality, purity and cleanliness counted with their customers.

1909 will be a still better year for you if you stock and push

"EAGLE BRAND" CONDENSED MILK and

"PEERLESS BRAND" EVAPORATED CREAM

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co, Winnipeg, Man.

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







# ST. CHARLES CREAM UNSWEETENED STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

# St. Charles Condensing Co.

CANADA



### Imperial Evaporated Cream



UNIFORM

QUALITY

**ASSURED** 

A steady supply of the finest milk from the surrounding country, which is Canada's most perfect dairying district, coupled with scientific procedure in a modern factory, ensures a uniform quality always.

This is a good selling argument to use

### The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS: -S. H. Ewing & Sons,



WHY CARRY IN STOCK

# Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

### Good Will in Packages

With the joyous rounding out of the old year we may all look to 1909 with larger hope, brighter prospects and a desire to make ourselves better citizens of a greater Canada.

To every merchant in Canada I wish, for 1909, a share in the renewed activity of trade, to every customer I express my thanks for their help in making 1908 a prosperous year for Red Rose Tea and to all I wish a Merry Christmas and a Glad New Year.

BRANCHES—

3 Wellington East, Toronto
315 William St., Winnipeg

ED

Co.

T. H. ESTABROOKS

# Begin the New Year Right Sell White Dove Cocoanut

# COAT COAT

Our 15 or 20 lb. pail.

#### Success

on the whole in groceries depends upon the quality of individual lines. Assure your customers of the best in cocoanut by selling a brand scientifically prepared and guaranteed purest.

#### WHITE DOVE

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man
Frank M. Hannum, Oltawa, Ont.
C. E. Macmichael, St. John, N.B.

MANUFACTURED BY



A Practical Package.

Packed in 5-lb. Tins, 12 to case

" 10-lb. " 6 "

W. P. DOWNEY

24 and 26 St. Peter Street.

MONTREAL

We wish our many customers

#### A MERRY CHRISTMAS

#### AND A HAPPY NEW YEAR

# Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

# Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets, WINNIPEG, MANITOBA.

Fruit Jars
Jar Rings
Butter Tubs
Butter Paper
Brooms, Brushes
Baskets

Walter Woods & Co. Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

# THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

#### Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

#### ESTABLISHED A.D. 1840

### A Good Thing Gets Known

AR

Vest

30.

AN.

astern

A few of the articles you sell are so good that your customers talk about their goodness to their neighbors, thus enhancing your reputation. One of these favored grocer-boosting articles is the

# Pansy Broom

The broom in the individual wrapper.

It is made from the finest broom corn grown, by the best skilled workmen in Canada. We can supply you with other brooms, too, but our best offer is the Pansy. It beats everything on the market.

H. W. Nelson & Co., Ltd. T O R O N T O



# E.D.S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

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

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

# Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you.

How is your stock of

Sage, Savory, Thyme, Mint, Marjoram?

Talk to Our Travellers or Write Us.

### S. H. EWING & SONS

98 King St., Montreal

Also at Toronto

# Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cons

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"

"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD. NIAGARA FALLS. - ONTARIO

#### FRUIT CANS

All sizes-All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

**MEAT CANS** 

Bevelled, Round and Square.

**BISCUIT TINS** 

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

TRYIT

# Norton Manufacturing Co.

HAMILTON

#### W. P. DOWNEY

(The "WHITE DOVE" Man

Wishes to Each and Every Grocer

A Merry Christmas

A Happy New Year

#### BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



SOLD BY ALL JOBBERS

34-lb. tins-3 doz. in case

### "Salad, Edible and Gooking Oils"



"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

#### J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST.,

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Co.

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MONTREAL

# Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is the best. Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

#### Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

Talls, \$2.00

Flats, \$2.15

#### **Mathewson's Sons**

Wholesale Crocers

202 McGill Street - - Montreal

# Walter Baker & Co.'s

## **Cocoas and Chocolates**

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

Baker's Gocoa,  $\frac{1}{4}$ s - - - 35½0. per lb. "  $\frac{1}{2}$ s - - - 35½0. "

Premium No. 1 Chocolate,  $\frac{1}{4}$ s - 32½0. "  $\frac{1}{2}$ s - 32½0. "

Webb's Cocoa,  $\frac{1}{4}$ s - - - - 29½0. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House-Sault Ste. Marie

## **WAGSTAFFE'S**

Fine old English

# Plum Puddings

### Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

#### Read This— It's For You Mr. Grocer—

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

# Save Your Elbow Grease The Kaiser Wax Pad IRON CLEANER

PATENT APPLIED FOR

#### REQUIRES BUT HALF THE TIME TO DO AN IRONING.

The Cleaner that Cleans Well. The Wax Pad that Waxes Well.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth

the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it-and you still will have 2 Layers left.



The cost to use it is almost nothing

The Iron does not adhere to the fabric. It imparts a splendid perfume to the clothes. It saves a great deal of hard work in Ironing.

It gives an excellent lustre to the Linen or Muslin.

The Clothes will remain clean and neat much longer.

It gives the Clothes a much better finish than by any other

It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do Good Work should have one. We claim there is nothing on the market is its equal to the KAISER IRON CLEANER & WAX PAD, for quickness, convenience, satisfactory work or economy.



Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

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

WANTED - Agents throughout Canada in unrepresented

#### Canadian Agents:

Richards & Brown, Winnipeg, Man. G. C. Warren, Regina. Whitlock & Marlatt, Moose Jaw. Howard Bros., Brantford, Ont. W. S. Clawson & Co., St. John, N.B.

# TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

# Increasing American Demand

for

# CEYLON TEA

READ THIS

#### EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907
Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908 Black, 8,296,500 lbs. Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

ress on. RTISE to your

OU

in her easily. PAD thank

Man.

n, N.B.



#### Gilmour's 10c Hand Cleaner

Before we go any furthur we desire to impress upon you our popular price. GILMOUR'S HAND CLEANER can be sold at

#### 10 cents

It is a perfect article. Enormous sales prove that.

Your wholesaler will supply you, or we will, with either 3 dozen or 6 dozen size cases

The Gilmour Company, Montreal

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

### CANADIAN OFFICE, VANCOUVER, B.C.

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You Can't Cut Out

THOROUGHPIN, but

ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Wil tell you more if you write. \$2.00 per bottle at d'lers or deliv'd. Book 4D free.

ABSORBINE, JR., for mankind. \$1 bottle. Reduces Varicose Veins, Variydrocele, Ruptured Muscles or Lipaniagged Glande.

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- Readers of Busy Man's tell us we are in the lead, that is in quality. They tell us so in the numerous letters received at this office. They back up their statements by their renewal orders.
- A leading American publisher rejoices in the fact that he receives renewal orders from fifty per cent. of his subscribers. Our circulation department has informed us that we have retained over eighty per cent. of our subscribers for 1908. What better proof of the value of Busy Man's?
- Busy Man's owes its success to being a wholesome, clean, bright magazine. It's the kind of publication that arouses your interest in the front page and keeps it up till the back cover is reached. It's the ideal magazine for every home—of interest to every member of the family. Every department of human interest is treated.

Subscription price \$2.00 per year January number now ready for mailing

Busy Man's Magazine
MONTREAL TORONTO WINNIPEG



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A Leading British line well-known and largely advertised



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LOZENCES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

#### AGENTS

# A Merry Christmas and A Happy New Year to All

# The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

# **SUGAR**

When next purchasing supplies of Granulated Sugar ask for

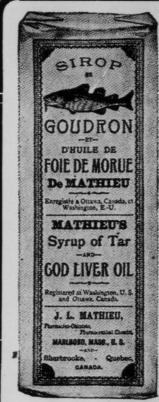


The purest and best—To be had in original packages—

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

Canada Sugar Refining Co.,

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Reason No. 3

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60

This is the season of the year when the demand for pickles is large. Don't make a mistake and not have a stock of

# STERLING BRAND PICKLES

on your shelf. This Canadian-made pickle is a sure seller.

Order from your jobber or direct.

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If you would please exacting customers who demand highest quality marmalade obtainable fill their order with

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MONTREAL

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English biscuits are meeting with such success—Let the coming year encourage you to try them—Your trade will be pleased—the profit is yours.



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ur customers TRY 'Camp' they'll BUY 'CAMP'—always!

Look after your Stock !

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GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's 1, 2, 3, 5 gal. Pails

**GOLDEN SLING SYRUP** (IN TINS)

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#### WE WISH

OUR CUSTOMERS and THE TRADE

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### **MERRY CHRISTMAS**

### AND A PROSPEROUS NEW YEAR

"WHITE SWAN GOODS ARE GOOD GOODS-ALWAYS"

USE THEM FOR SATISFACTION DURING 1909

#### WHITE SWAN SPICES AND CEREALS Limited

TORONTO,

CANADA



# Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dishwashing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

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175 Borden St., - Toronto

# SELL LIPTON'S TEA

The Highest Standard of Quality Packed Only in Air-tight Tins

# AND ASSURE

in Your Tea Trade

# A PROSPEROUS NEW YEAR

THOMAS J. LIPTON,

**Toronto** 

That 1909 may be for the grocers of Canada a most prosperous year abounding in good cheer and replete with commercial success, is the sincere wish of the undersigned, who take this opportunity of thanking the trade for their much appreciated patronage during 1908 and previous years.

ROSE & LAFLAMME

Montreal

Toronto

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The travelling staff of Holbrooks Limited wish you

# A Happy and Prosperous New Year

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# ST. LAWRENCE CRYSTAL DIAMONDS

mark an important advance in the history of the Canadian Sugar refining industry.

CRYSTAL DIAMONDS are small tablets or blocks of brilliantly pure white crystal Sugar, each tablet being of uniform shape and size. They are supplied in 25 lb., 50 lb. and 100 lb. Boxes, Barrels and Half-Barrels. They may also be obtained in very attractive 5 lb. Cartons, 20 Cartons to the case.

Every Retail Grocer who wishes to maintain or work up a high class trade should keep CRYSTAL DIAMONDS in stock.

On account of their superior quality CRYSTAL DIAMONDS will readily command a higher price from the consumer than other hard sugars.

This high class article is now put on the market to usher in the New Year of 1909.

The St. Lawrence Sugar Refining Co., Ltd.

Montreal



# Special Prices

to reduce stock before stock-taking. It will pay to wait for our men, they have full particulars.

# James Turner & Co., Limited

Hamilton, Ontario

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# "The Silent Partner

A Tale for the Grocer and His Family-How One Boy's Ideas Were Developed and His Interest Awakened so That He Made a Success of His Father's Run-down Business.

Written specially for the Canadian Grocer by H. A. Somerville.

"I don't think I will ever be able to make a grocer of that darned boy of remarked Joseph Stenton, sr., to a friend as they stood on the verandah of the Stenton store and watched the tail end of Joe Stenton's canoe disappear around a bend in the river.

The gentleman to whom this remark was directed, was an honest son of the soil, who bore more than a local reputation for wit and rustic philosophy.

"Well, Joe, you can't drive square pegs into round holes, I put that boy of mine onto a farm and in a little while the farm flopped over onto him," observed the farmer, as old man Stenton's gaze seemed fixed to the spot where the son's canoe had disappeared from view behind a clump of bushes. Suddenly, however, he turned, and retreated into the depths of the store, mumbling something about he guessed it wasn't any use to try any longer to do anything with the boy. Sorrow rather than anger was written on the old man's face. Observing this, the farmer followed him into the store and continued his dissertation on the doings of his own offspring.

"You know, Joe, I believe if I had kept that boy of mine with his nose to the grindstone on a farm, he would never have amounted to a picayune, but when I saw he would never be worth his salt at ploughing or anything else on a farm I said to him one day, 'Here's five hundred dollars. Let's see what you can do with it.' I knew he wouldn't spend it foolish like in any case. Well, he went away, and has been away nine years yesterday, and, Joe, you know what he is to-day. I tell you I am mighty proud of him. I might have known what he would have drifted into. He always liked to argue with me, and I tell you sometimes he used to give the old man some posers, and it used to kind of make me mad when he got the better of me. When any of the neighbors got to lawin' he used to know all the details of the case. Well, he went away to New York, and now he's a lawyer, and his fees in connection with a single case are often worth more than twice as much as the old farm.

"He has tried to get the old man to go down to New York, and live with him, but, you know, I don't think I would just fit into that life down there.

Old man Stenton listened while his friend told of the success of his son, and finally remarked that he thought Joe would do as he liked whether he wanted him to or not.

#### Giving the Boy a Show.

When the farmer departed he began to think over some of Joe's new-fangled ideas about making money in the grocery business, and the more he thought about them the more he thought perhaps they might be all right. He granted to himself, somewhat grudgingly, that he had not given the boy enough encouragement in some of his schemes, and then and there resolved to give him an opportunity if Joe advanced any new

Joseph Stenton, sr., was a highly-respected member of the community, and possessed of a considerable fortune. He was president of the electric lighting company, and a director of several other

local financial institutions, but with all these interests, he confined his best efforts to the large grocery business which his father had left him some thirty years before. It was averred by some of his literary daughters that one of the Stenton forbears had passengered to America first saloon on the now much-crowded Mayflower. This fond tradition was sufficient to reveal in the family a glint of the blue stocking. Always decently shrewd in business, he did not bear the reputation of a mean man. He was a good father and generous to a fault, with his family, which consisted of an invalid wife, one son and three daughters. There had always been more or less mystery connected with Mrs. Stenton, who, up to the time an incurable malady had confined her to the house, or since, had never been in any sense an obtrusive woman, always preferring to limit her activity to her own home, and the charming conventional gardens which surrounded the old colonial house, which were cared for under her direction. In those spasmodic eruptions of gossip, which seem to be inseparable to life in small villages, there was a pretty story told concerning her marriage to Mr. Stenton. She was the daughter of an Italian consul in a neighboring city and had married her husband under rather romantic circumstances. Everyone was sure of one point and that was the fact that she was a foreigner. Everyone was also agreed that she possessed a charming personality to which her foreign birth lent a piquant flavor.

The daughters were Stentons every

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inch, with the exception of their eyes, in the rich depths of which there seemed to linger some of the fire of old Italy. Joe, the boy, was an almost exact replica of her, possessed as he was of all the natural grace and delicacy of his mother. This was the case in everything but his stature, and in this respect he was like the Stentons. Whatever his sisters could play on the piano, Joe could play just a little better, often to their discomfiture.

#### Not a Ready Grocer.

There is no use saying that Stenton, sr., was not proud of this, because he was, but at the same time he regretted the fact that Joe could not weigh a pound of tea without giving away a half ounce or more. When he remonstrated with him about it, Joe would reply that he had better keep tea done up in packages, but the old man's prejudice against new-fangled ideas was too strong to follow the boy's lead. The father was conscious that the trade of the town was slipping from his grasp. Those two Sanderson chaps, who had lately started business, had their names printed on every fence rail for miles about, and the old gentleman was beginning to feel this competition, and resented it. He felt that he had a sort of hereditary right to sell groceries in that town, and all others were unlawful interlopers.

One day Joe tried to explain to his father that it was not because the Sandersons kept better goods, but because they advertised, but the old man argued that the quality which had always been synonymous with the very name Stenton was sufficiently strong to combat the influence of the others. Joe was quick to appreciate the fallacy of this contention, and told his father that if he was sure his goods were better than his competitors he should advertise them. He could make his advertisements strong, and then back them up with the goods, when the demand was created. Again, however, the father failed to see the force of Joe's logic.

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About this time there were whisperings at the village sewing circle that Joe was not living as good a life as he ought to. A cousin of a friend of Mrs. Jones' sister, who resided in a neighboring city where Joe went frequently, had seen him lingering within a few blocks of the stage entrance of a theatre. Such rumors as these were gaining considerable currency in the town. There were, however, no very obvious signs of this wild dissipation on Joe.

#### The Beginning of Better Things.

About this time a college friend of his sisters arrived at the Stenton home. She was a tall, slight girl with a dark skin and could not at first sight, perhaps, be described as pretty.

There was about her, however, a certain indescribable something which fascinated all who came within range of her charms

A wonderfully graceful carriage, and a rare development of her intellectual abilities were more than sufficient to compensate for her lack of physical charm. While she was at the Stenton home, the grocery store did not see much of Joe, as he was too busy prosecuting his acquaintance with his sisters' guest. In this he displayed all the vigor and warmth of his mother's race, and by the end of the month was her devoted admirer. In the long evenings which they spent on the river, she told him of her travels in Europe, of all the wonderful things which she had seen there, of the remote places she had sought out far from the itinerary of the average tourist. Perhaps it was Cettinje, in Montenegro, Raqusa, on the Dalmatian coast, or some place with a peculiar charm about it. As a story teller she was superb, and the objects of her descriptions lost nothing of their real value



"I don't think I will ever be able to make a grocer of that darned boy."

or interest. She drew for him a graphic picture of her early life in Louisiana, always accentuating the delightful little ays and customs of the Southern people. This continued until the eve of her departure.

That evening Joe thought her peculiarly charming, and he told her of his own ambitions, ambitions which had really come into being in the last few weeks. He felt strong and equal to anything, and resolutely determined to accomplish great things.

#### Awakening New Ideas.

The moon shed its radiance on the scene as they glided noiselessly over the waters, or drifted idly down with the current. As he contemplated the deep

shadows, which the bushes cast on the water, and seemed to be penetrating in thought their indeterminable depths, she began to tell him something about himself, and the magnificent opportunities which he had. At first the possibilities of his father's business did not appear to him, but by the time they had reached the boathouse she had shown him how even the 'seemingly inconsequential things might be turned to good advantage.

The next morning she left for New York, from whence she sailed for Europe to study for a year. It was her intention to come back to America to secure a position as a teacher of languages.

During her stay at the Stenton home, the father had been an interested spectator to all that was happening, and at times he found his mind wandering back to a time when he felt capable of great deeds, as the steady gaze of a pair of Latin eyes met his. Those days were a long time ago, however, and he regarded them as perhaps a little out of harmony with his present conventional existence, but he had to confess to himself that he found an extra tenderness creeping into his behavior, when the heroine of this little affair of thirty years ago was near him.

#### The Plan Developing.

Joe went back to the store, and worked with renewed vigor, and for a time disassociated himself with the social gaiety of the town. Some of the sewing eircle ladies said "he was mopin" after that lanky girl who had been visitin' his Such had every appearance sisters." of being a true diagnosis of his case, too. One day when he was sitting on a peck measure in the cellar sorting potatoes, the thought of all those quaint pictures which she had so picturesquely painted in words, of remote places in Europe, or somewhere else, where she had been. came back to him with a heightened color. He felt impelled toward the real, and then SHE was over there, but this latter thought, of course, was not his real motive, but rather that he should have an European trip to his credit, before settling down to business. At first this did not take very definite form, but as the days passed, it began to assume a definite desire, and finally he determined to tell his parents of his ambition.

Naturally as is generally the ease with a boy, his mother was the first to be told of the idea, and his scheme was agreeably entertained in this quarter. When he broached the subject to his father, he was surprised at the readiness with which the old man fell in with his project, and was also more than surprised when he told him he would give him a thousand dollars to defray the expenses of the trip. Soon he found himself planning the outing. Suddenly a bright idea struck him. He would work his way acress the Atlantic, and in this way save the money he would otherwise be obliged to spend on the passage.

The next day he fished out an old Atlas, which was hidden away in the corner of the office. As he peered over it his eye lit on Montreal, Canada, which

he recognized as a seaport town. By night he was thinking what a bright idea this was, as it would give him an opportunity of visiting Canada, and as he sailed down the St. Lawrence he would get a view of the historic old City of Quebec.

He had not yet told his people that he intended to "rough it" across the across the ocean. Again he was surprised by the complacency with which they received

his announcement.

#### Beginning the Journey.

This was on a Thursday. On Friday night he left for Montreal, arriving in that city at noon Saturday. Saturday and Sunday were spent in sight-seeing. Monday morning he paid a visit to the harbor, and during his wanderings inspected a cattle boat.

To tell the absolute truth, it did not impress Joe very much, but he determined to adhere to his design at any cost, and take the bitter with the sweet, and then thought he, it would be one adventure, at least, to his credit. He "signed on" as a cattleman on a small boat bound for Avonmouth, which was to sail the following Wednesday at daybreak. This necessitated him going aboard the night before. Tuesday he spent watching the ship take her cargo, and cultivating some people whom he thought would be useful to him. During the day he received valuable information regarding his duties.

The boat cast off her hawsers next morning, and started down the St. Lawrence, standing almost on her beam ends. It took Joe some time to get his sea legs, and walking across the deck made him think of climbing a roof pitched at a dangerous angle, a pastime he had indulged in frequently in days gone

#### Experiences as a Cow Puncher.

The cattle foreman, who, by the way, was rather human, when compared with other members of the gang, selected Joe to attend the stock on the bridge deck. This in a way was a concession, as the possibility of having to "muck out" was most remote in this quarter. It had, nevertheless, its disadvantages, as he came under the eye of the captain, who thought all men were made of the same clay. This fact was impressed in a forcible manner in a short time. After having performed the duties assigned to him, he wandered "for'ard," passing in under the bridge.

The other cattlemen who had been busy arranging the stock in their places, had neglected to release a bullock from a most undignified position, into which he

had gotten himself.

In some inexplicable way the animal had fallen between the two upper decks. so as to land on his haunches, and the narrowness of the passage prevented him from releasing himself. By this time the bullock had worked himself into a frenzy, and the task of extricating him from his awkward position was a prob-lem for a more hardened "purcher" than Joe. As he was gazing at the bullock a sound from above greeted his ears

which was more like a battery of Gatling guns than anything else he could think This sudden outbreak was occasioned by the fact that the captain had observed him engaged in the occupation of doing nothing. This was not a soothing sight, and with a flow of words which would have eclipsed the best efforts of a London bargee, he commanded Joe to extricate the bullock from his perilous position. This task, however, was of such proportions that within six hours of embarkation, serious thoughts of mutiny on the high seas presented themselves to his mind. Happily, however, at this moment, the foreman arrived, and immediately set about the task, with Joe's assistance. In this manner his first little difficulty with the skipper was passed over.

Worn out with the labors of the day, he early sought his bed, which was among the other punchers in the

fo'castle.

To say the least of it, the place was not inviting, and he soon found out, much to his disgust, that it was inhabited by other animal organisms. He remained in his bunk until the others were asleep, and then quietly slipped out on the deck, determined to sit up the remainder of the night. Soon, though, the desire for sleep became so great that he was compelled to lie down on some bales of hay, which he arranged so that he would not roll off. In this way, he passed the nights, until the ship got beyond the Straits of Belle Isle, and then owing to the rolling of the boat, his bed became insecure and he was obliged to seek another place. He again explored the innermost depths of the fo'castle, but could not bring himself to sleep there. Then a bright idea struck him. He tied a couple of bullocks as far apart as possible, and threw himself upon the clean straw which he placed between them, and soon fell asleep, warmed by the heat of their bodies.

#### The Land of His Fathers.

After a slow and uneventful voyage of fourteen days, land was sighted. This, however, was not very satisfying as he could see dimly through the mist, the Fastnet off the south coast of Ireland. The next morning the coast of Devonshire began to come into view, and it was with feelings, which it would be difficult to analyze, that he beheld the green shores of this county stretching down to the water's edge. At last, he thought, this was the land of his ancestors spread out before his vision. Surreptitiously, perhaps, another thought crept into his meditations. No longer an ocean separated him from someone who was beginning to figure largely in his calculations.

It was announced that the ship was too late to catch the tide, so she was anchored in the roadstead, and next

morning taken to her quay.

Joe lost no time at Avonmouth, but made his way to Bristol, and from there to London, where he intended to stay only a few days, reserving the pleasures of the great English metropolis for a time later on when, perhaps, he thought, he might have someone with him who would enjoy them as much as he. Arriving late at night at Euston Station he registered at the Euston Hotel, and next morning at an early hour commenced his wanderings about the greatest city on

#### The Traveler in London.

Much as he enjoyed the jaunts to the British Museum, Westminster Abbey, the Houses of Parliament and the thousand and one other interesting points which he visited in the metropolis, he thought his cup of happiness would have been filled to overflowing if she had been with him. During the evening he was forced to confess to himself that he no longer was thinking of her in a vague, visionary way, but now this someone had taken a definite form, was real flesh and blood and, after all, these later reflections held a strange delight for him. The next day a typical London fog somewhat constricted his movements, and he found it necessary to make many inquiries. Being a boy of considerable observation, he was astonished by the courtesy which all his interrogations met with. He remembered what a boy who had been in the same boarding school with him had told him concerning the music halls of London and what he said of the Empire, and so that evening he determined to pay a visit to this music hall. Purchasing a five shilling seat, he was prepared to enjoy the programme, and he certainly thought it was quite equal to the glowing description, which his chum had given him. After the performance he thought the evening would no. se well rounded off without an after theatre supper, so quietly following some young fellows who had expressed their intention of doing so in his hearing, he soon found himself in one of London's fashionable restaurants, the Trocadero. Being alone, he was shown to a small table in a corner, which afforded him an excellent outlook upon the gay scene. Here he was an unobserved observer of all that was transpiring. He began to congratulate himself on the ease with which he was fitting into this life, so unlike the staid existence which he led at home. He really thought he wore his evening clothes with the same grace and indifference these well bred Englishmen did, and then he thought and smiled at the thought how utterly incongruous all this was with the grocery store at home, but, be it said to his credit, he did not think disparagingly of it because he knew what it had led to in the past, and made his present position possible.

#### An Unexpected Meeting.

Engaged as he was in the entertaining occupation of allowing his thoughts to ramble along the lines of least resistance, his reflections were chiefly comparative. Of a sudden, however, this air of agreeable contemplation deserted his face, and a strange pallor came over it, while his eves were riveted on an object across the brilliantly lighted room. The object of this scrutiny in a general way was a party of three, and in particular a young lady who was one of the party.

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Was he mistaken? No, it was she, he knew without the faintest shadow of a doubt. He could not mistake that attitude, an attitude of unstudied deference and intense interest always manifested in the words of another. His thoughts took flight across the broad Atlantic to those days when she had displayed the same interest in some trifling innovation he had introduced into the store.

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party.

It reminded him of the eager attention she had shown when he taught her how to paddle a canoe, and he remembered with pleasure how easily she had learned to steer a boat over a straight course, without the usual serpentine variation of his other girl friends.

These memories of other days flooded his brain, as he gazed at her, sitting there, with the well-remembered look upon her face. He resented somewhat unreasonably perhaps, a certain Bohemianism in the appearance of her companions, one conjecture rapidly succeeded another as he watched the oddly ased another as he watched the oddly assorted group, but just then his speculations were interrupted by their preparation for departure, and before he could decide on any definite plan they were at the door. Hastily summoning the waiter, he paid his bill, and left the restaurant with the intention of following them. He was too late, however, for when he reached the street all trace of them had disappeared.

He wandered aimlessly about for some time, then realizing the hour was late, he hailed a hansom and returned to his

#### Paris and Pleasure.

Some way he dreaded a chance meeting with her and decided to start next morning for Paris, the following Thursday being the day arranged, according to her last letter, for their meeting in that city. In the mentime he began the same systematic sight-seeing he had engaged in in London.

At last the day came and he found himse f in the reception room of a better class pension on the Avenue Victor Hugo. She was exactly the same girl as when he had last seen her, he thought. He told her with animation of his experiences since landing at Avonmouth, also described minutely the voyage across in the conseity of extile age across in the capacity of cattle puncher. In this she was particularly interested. In relating his wanderings around London he failed, however, to mention anything concerning the episode at the Trocadero.

She told him of the progress she was making, and then as an afterthought she recalled the fact that she, too, had been in London recently, in fact, had only been back in Paris a few days. She had gone with a distinguished French master of languages and his wife as their guest. This dissipated all further conjectures relative to the subject, and Joe felt much relieved. Then he confessed that he had seen her in London. She scolded him for not making himself known, assuring him that ing himself known, assuring him that he would have been delighted with the noted French savant and his charming wife. He did not tell her what he had thought while he sat watching with the deepest interest that little group across the restaurant.

After spending a few days in Paris, which were, he thought, the happiest in his life, he left for Berlin, from whence he would proceed to Vienna, then on to Switzerland and from there to Rome, visiting Nice and Monte Carlo on his way back to Paris. He agreed to write daily, which he felt was not in the least a harassing obligation to undertake. He remembered as he reviewed her advice to him that he was traveling to ac-quire practical knowledge as well as to satisfy his aesthetic leanings, and this fact he kept steadfastly before him.

#### Gathering Practical Information.

He observed the wonderful organization of the German countries and the intensity of the cultivation of the soil. Spending a few days in Berlin he proceeded to Vienna, and was struck by the beauty of the city. Each night minute descriptions of what he had seen were despatched to Paris. From Vienna he visited many smaller centres, and finally arrived in Berne, Switzerland.

Knowing previously of the wonderful economic development of this country, he was fully prepared to appreciate to its fullest degree the ostensible signs of this development. He investigated the stores, and became tolerably familiar with their methods of doing business. In these wanderings he confined his endeavors chiefly to grocery and provision stores and allied trades.

Having profited immensely by his experiences he set out for Italy, the home of his maternal ancestors. He experienced there a feeling something akin to going home. He regretted that his time would be short there, having already spent more than he had alloted in other countries.

Finally he journeyed to Paris, and found his friend awaiting his arrival. She had a long list of places which they were to visit together, and through the courtesy of a friend she had many letters of introduction to business men, in order that here, he might also see something of Parisian business methods, and thing of Parisian business methods, and also learn that underneath that apparent exterior of gaiety and frivolity which has made the French capital fam-ous, the most sound commercial principles existed.

One day when they were wondering where else they could go, she suggested a little excursion to the delightful old seaport town of Havre. She knew a seaport town of Havre. She knew a party of artists who were going, and they had invited her and her friends to join them. He was delighted with this fresh prospect. He found his new acquaintances all very agreeable, and their company thoroughly congenial.

#### A Moonlight Evening in Havre.

One evening finding themselves alone, they wandered down to the water front and sat down to enjoy the scenes incidental to a great port. The moon in its spasmodic attempts to make its presence obvious cast a glow over the water, which made him think of another night, when it seemed to have the same difficulties. Although the two scenes were vastly different, there was a something about the night and the water which dragged his memory back to the days now gone. days now gone.

The fishing schooners and smacks, with a little headway under a light wind, were indeed ships that passed in

the night. Now and then the black hull of some great steel leviathan came into view, and seemed strangely out of place with the more romantic craft of primitive times.

She seized upon this incident to illustrate what she was about to say to him. She pointed to one of the ocean liners making its way to its berth, and told him how it represented the spirit of the times, the sacrifice perhaps of the graceful lines of the old-fashioned sailing ships, but a representation of pro-gress and advancement, and in reality greater comfort.

All of these remarks conveyed their intended purport to him. Again he re-solved to be a success and what is more to make a success of his dad's grocery business in that little Connecticut town. business in that little Connecticut town. It is true there was nothing very romantic about it, but he would make it typify progress and advancement, as that ship had done. So the time passed, and in a few days he was in mid-Atlantic again, this time, however, on a large liner as a saloon passenger.

#### Carrying Out the Resolutions.

Old man Stenton thought the thousand dollars he had given his son had not been spent in vain. In the sewing cir-cle Mrs Jones said Joe was "Makin' the fur fly up at the grocery store." Additions soon had to be made to accommodate the increasing stock, regular order-taking days were established, scon three delivery teams were necessary to distribute his goods. All was changed at the old store and the old man "kind'er stood around and smiled to see Joe digging in" according to Mrs. Jones. The old shrewdness of his paternal ancestors had been awakened and added to these were the newest ideas which the world could show, combined with a certain innate originality.

When people wanted extra fine candy, which they knew was kept in a clean place, or anything similar, they began to go to Stenton's, and soon the entire volume of trade which had been alienated from his father by the Sandersons flowed back to its original channels.

#### A New Christmas Development.

As Christmas approached, the sewing circle began to wonder why Joe Stenton was having that little house with the pretty grounds all fixed up. When it was announced that he would be away for a week or ten days at Christmas time, Mrs. Jones with her usual fertile imagination, hit upon a solution.

"Why, Joe Stenton is going to marry that lanky, dreamy girl that wuz visit-in' his sisters last summer."

If Mrs. Jones could have been in New Orleans the day following Christmas she would have seen an announcement in the daily papers, which ran some-thing like this:

STENTON—LESUEUR.—On Dec. 24, at the Church o Notre Dame, Terrebonne, La., Miss Elise M. LeSueur, only daughter of the late Armand LeSueur, to Joseph Stearus Stenton, of Stentonville, Conn.

Through this event some institution of learning lost an efficient teacher of languages, but the grocery business gained a silent partner, who did her part in transforming a small country grocery into a wholesale institution, the ramifications of which extended far and wide cations of which extended far and wide, and also wrote on the roster of successful businesses one more name.

# 50th Anniversary--- A Business Epoch

Edwardsburg Starch Company Celebrate a Half-Century of Business Progress at an Unique Dinner of Directors and Representatives in Montreal Last Week—An Excursion to the Works at Cardinal Brings Forth Interesting Local History-Presentation to the Sales Manager.

The industrial development of Canada has been the theme of many a writer and an important subject for discussion by our rulers during the past three decades. It is a subject that has affected and is still affecting, the general progress and prosperity of our country, and Canadians as a people are proud to point to the standing and reputation of their great industries irrespective of any political feelings as to the merits of the prevailing fiscal policy. The wonderful expansion of all our principal manufacturing concerns has made Canada a factor in many a market outside her borders, and in securing orders in competition with English, German and United States manufacturers has established for her a consideration not shown before Canadians awoke to their possibilities. The young giant of the



THE LATE W. T. BENSON, Founder of the Canada Starch Works.

north has developed slowly but steadily and grandly.

#### A Canadian Business Pioneer.

In looking backward and turning the pages of the early commercial history of Canada of the last century one finds here and there the names of men whose energetic minds and hardy, fearless and undaunted natures struggled in an uphill fight for the recognition of their work, hard work, not only against the crude mechanical and scientific appliances of their day, but against the imported prejudices of incoming settlers and the proximity of powerful neighboring competition. Among such names stands that of the late W. T. Benson, founder of the Canada Starch Works at Edwardsburg, C.W., now Cardinal, Ont., in the year 1858, and after 1866 the property of the Edwardsburg Starch Company, Limited.

It was a fitting recognition of the services and work of Canada's first starch manufacturer that the 50th anni-

versary should be celebrated, and the and Man. Dir.; Chas. R. Hosmer, 1st president and managing director Geo. F. Benson, son of the founder, and the board of directors honored the memory of W. T. Benson and themselves in calling together the company's agents and selling representatives for Tuesday, December 15th, in the head office at 164 St. James St., Montreal.

#### An Unique Occasion.

The occasion was one that rarely falls to manufacturers and boards of directors in this comparatively young country. It was an event that portrayed the interest of every part of Canada as the products of the company are to-day household words throughout the Dominion. It was an event that could not help but inspire the president and board of directors as well as strengthen the interest and loyalty of the agents and selling representatives and make for still further progress and expansion. To readers of The Canadian Grocer and the grocary, confectionery and provision trades of Canada the event is of especial interest and a brief report of the proceedings of the anniversary will not be out of place.

The invitation card presented the list of the first board of directors of the company in 1866 and a glance over this will show the names of some of the leading manufacturers, merchant princes and financiers.

#### DIRECTORS (1866)

Walter Shanly, M.P.P., Pres. John McLennan, Vice-Pres. W. T. Benson, Man. Dir. William Workman Peter Redpath George A. Drummond George Moffatt Sec.-Treas., John Thomson

#### DIRECTORS (1906)

Geo. F. Benson, Pres. and Man. Dir. Wm. Strachan, Vice-Pres. Charles R. Hosmer Hon. Robert Mackay Wm. R. Miller George Hyde Alfred P. Murray Sec. Robt. Cunningham. Treas.. Hugh McArthur.

In 1906 an amalgamation of the Edwardsburg Starch Co., Brantford Starch Works and the Imperial Starch Co., Prescott, resulted in the formation of the Canada Starch Company, Limited. The present board of directors of this company are: Geo. F. Benson Pres. Vice-Pres.; Lloyd Harris, M.P., 2nd Vice-Pres.; Joseph Ruddy, Sec.-Treas.; Hon. Robt. Mackay, Wm. R. Miller, Hon. J. R. Stratton, James J. Warren, W. B. Blackader.

#### The Business Meeting.

A business meeting of agents and selling representatives was held in the company's offices, Montreal, Tuesday, Dec. 15. at 11 a.m., at which the following were present:

AGENTS-Harold Oxley, Grant, Oxley & Co., Halifax; Col. E. T. Sturdee, St. John; D. Mitchell Robt. Mitchell & Co., Quebec; Wm. Forbes, Ottawa; F. A. Verey, Edwardsburg Starch Co., Toronto; E. Nicholson, Nicholson & Bain, Winnipeg, Calgary and Edmonton; D. Gavin, Martin & Robertson, Vancouver and Victoria.



THE ORIGINAL FACTORY AT CARDINAL

SPECIAL REPRESENTATIVES-G. P. Gallagher, St. John; J. T. Paul, Toronto; V. E. Roberts, Vancouver; W. A. Sadler, Montreal; D. T. Williamson, Brantford. Also G. F. Benson, president and managing director Edwardsburg Starch Co., Montreal; A. P. Murray, sales manager Edwardsburg Starch Co., Montreal; Jos. Ruddy, vice-president and managing director Brantford Starch Works, Brantford; Hugh Me-Arthur, treasurer Edwardsburg Starch Co., Cardinal.

The directors' meeting was held at 3 p.m., Tuesday, when the present board were re-elected for the coming year.

#### The Anniversary Dinner.

The anniversary dinner was held in the Canada Club at 7.30 p.m. Tuesday and every director, selling agent and representative was present. Mr. Benson acted as chairman at the head table. while Jos. Ruddy vice-president and managing director of the Brantford Starch Works, and A. P. Murray, sales manager Edwardsburg Starch Co., occupied the vice-chairs. On either side of Mr. Benson were vice-president C. R. Hosmer, Senator Robt. Mackay, Lloyd Harris, M.P., president Brantford Starch Works; W. R. Miller, James J.

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Warren and W. B. Blackader, Col. E. T. Sturdee and Harold Oxley.

The menu eard was most artistically designed in blue and gold, presenting on the title page a picture of the plant in 1858 and on the back cover illustrations of the plants at Cardinal and Brantford. The menu itself was rich, rare and original and presented certain gastronomic features not usually found on such occasions.

#### MENU.

OYSTERS on the Shell
CREAM OF CORN
(Starch 58%, Gluten 12%)
ST. LAWRENCE RIVER DORE,
Anchovy Sauce

MUSHROOMS under Glass
BOILED TURKEY, Lobster Sauce
(Fed on Gluten Meal)
Cauliflower Riced Potatoes
(Digestible Fibre) (Starch 20%)
SORBET DE CARDINAL
(85% St. Lawrence Water)

BLANC MANGE Au Sirop
(Benson's Prepared Corn and Crown
Brand Syrup)
CHEESE SOUFFLE, SALADE a l'Huile

(Corn Oil)
ICED PUDDING, hot maple syrup sauce
(Edwardsburg Beaver Brand Syrup)
FRUIT SWEETS
(Grape Sugar 10%) (Glucose 30%)
CAFE NOIR

The table card contained a half-tone cut of W. T. Benson and of the original yellow package of Benson's Prepared Corn.

Mr. Benson, after proposing the toast to "The King," thanked the directors, agents and representatives for their presence on this 50th anniversary and extended a hearty welcome. In a short he ever knew of the early struggles, trials and difficulties of the founder, his father, the late W. T. Benson. It was not a common thing to see a Canadian company celebrating its semi-centennial and in that respect was a matter for congratulation to the directors. He paid kindly tribute to the memory of the earlier directors and their faith in the future of the young company, instancing, the late Peter Redpath, Wm. Workman and Walter Shanly as well as their present directors, Senator Robt. Mackay and Sir George A. Drummond.

#### Origin of Edwardsburg.

The origin of the name Edwardsburg as applied to the works was given by Mr. Benson as due to the fact that it was located in the township of Edwardsburg and that the railway station and post office were called Edwardsburg. The struggle (legal) in 1865 with an Old Country concern as to the right to the use of the words "Prepared Corn" was an interesting piece of news. A review of the prices ruling in 1866 and those at present prevailing was given and on the whole list there was practically very little difference, though the difference in the price of corn was rather to the advantage of the first stockholders. The position of the company and its prospects was a most favorable one and he looked for a still more satisfactory statement in the future.

Mr. Benson also referred to the improvements in the plant at Cardinal and the newer process installed by which it was expected that still better progress would be made in all departments. He complimented the selling staff on their work and felt that the present calling together of the staff, executive, etc., would give them all still more con-

chairman, Mr. Benson showed himself a master. His introductions of the various speakers were brief and tactful and reminiscently accompanied by witty points.

witty points.
C. R. Hosmer, first vice-president spoke briefly and as a director expressed his confidence in the company's officials



GEO. F. BENSON, President and Managing Director.

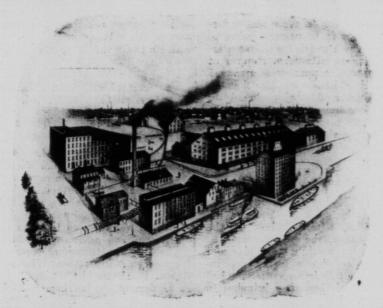
and management, and looked for greater success in the near future:

Lloyd Harris, M.P. for Brantford, president Brantford Starch Co., briefly expressed his thanks for the brief speech-example set him by the first vice-president, Mr. Hosmer, and for the pleasure it gave him to be present. He also referred to the rarity of such an event in Canada's industrial life as the celebration of a 50th anniversary. Mr. Harris paid a tribute to the pioneers of the country and hoped that their patriotic spirit would encourage every young Canadian to help develop Canada. He also put in a good word for the selling staff.

#### An Optimistic Outlook.

When Hon. Senator Robt. Mackay arose to speak Alex. Milne, of the Edwardsburg chemical staff, entered the hall playing the bagpipes. This honor was highly appreciated by the Senator and a pleasure to the guests. Senator Mackay's remarks were brief but cheerful and optimistic as to the future. An improvement in the times must bring improved conditions for the company and the Edwardsburg Starch Co. would secure its share of benefits.

J. Warren, Toronto, followed Senator Mackay and echoed the hope for increased prosperity for the company. He instanced the increasing confidence in the return of better trade conditions and expected that the Canada Starch Company would show that it would continue to be one of Canada's leading and most successful commercial enterprises. Mr. Warren laid stress on the value of the selling end of the business. He also



The Company's Present Works at Cardinal.

address he gave a succinct sketch of the history of the Edwardsburg Starch Co. and admitted that since he had searched the records for a sketch of this kind he had learned a good deal more than

fidence in the future of the company.

A silent toast to the memory of W.

T. Benson concluded Mr. Benson's address.

It may be mentioned here that as a

encouraged the idea of having the management and salesmen getting together more frequently as it would strengthen the latter in their work outside and also bring the former into closer touch with the ideas of their customers.

#### History of the Brantford Company.

Jos. Ruddy, vice-president and managing director, Brantford, congratulated Mr. Benson and the directors as well as the staff on the success of the Edwardsburg Starch Co.; was pleased to be present at their semi-centennial and hoped to be with them at their centennial feast. He gave a brief sketch of his own company, which would shortly also celebrate its semi-centennial, having been established in 1869 by Imlack & Morden, and re-organized in 1881 into the British American Starch Co. and later into the Brantford Starch Co. Mr. Ruddy has a happy manner and as an after-dinner speaker holds his hearers' attention closely. His stories are also

A. P. Murray, sales manager, followed Mr. Ruddy, addressing his remarks more particularly to the salesmen, encouraging them in their loyalty to the company and pointing out to them the great improvement in the quality of the company's products. The syrup, he said, now had no superior on this continent and will satisfy every customer. Optimistic as usual, Mr. Murray's remarks were full of the spirit of hope and advancement and were strong encouragement to the selling staff.

W. R. Miller, director, spoke on the value of the selling staff to the share-holders and directors and said that it was to their work that dividends were due. Geo. Hyde, another director, also echoed Mr. Miller's remarks on the selling staffs' work and considered that the bringing together of the working interests as on this occasion was a good thing and the idea should be encouraged. Mr. Plimsoll, auditor for 25 years for the company, expressed his thanks for the invitation but could not say anything but that his connection with the company's financial interests had always been satisfactory.

Dr. Edward Gudeman, Chicago, consulting chemist of the company, spoke felicitiously and hoped that he would be around to celebrate the next semicentennial with both companies. He was going to try to make good anyway. Several short and witty stories with a moral to each were told by the Doctor, the theme of one being "It pays to advertise." Dr. Gudeman was honored by the singing of "The Star Spangled Banner" which he gratefully acknowledged.

Short speeches were also made by Mr. De Coriolius, chemist at Cardinal; Dr. Kaufman and Mr. Oxley, senior agent, Halifax; Col. E. T. Sturdee, St. John, N.B.; D. Gavin, Vancouver; W. Forbes, Ottawa; Alex. Milne and F. A. Verey, Toronto; J. A. Beaudry, of the R.M.A.; W. H. Seyler, business manager The Canadian Grocer, and others. The

most enjoyable banquet was brought to a close at 12 o'clock.

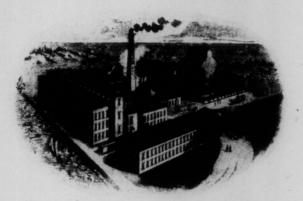
#### Excursion to Cardinal.

The next day, Wednesday, 16th, a special train carried the representatives and the directors who could arrange to attend, to the works at Cardinal, Ont. A thorough inspection was made of the large plant of the company, which certainly was interesting to those who had not had the pleasure of being there before. A comfortable lunch was arranged at the town hall in the village, where a number of speeches were made by the different superintendents as well as the reeve of the village, and some of the old inhabitants who recollected the inception of the company's business in 1858. There were also some remarks made by the employes who had been in the service of the company nearly 40 years. In this connection a good many remarks were made to the effect that it was a rare thing to find an industry in Canada which could go back 50 years.

spoken by Vic. E. Roberts, Vancouver, W. Sadler, Montreal and other salesmen. It was a most fitting tribute to the work of the sales manager, and the traveling staff's memento will be a splendid companion to the gold chain and Maltese cross presented to Mr. Murray by the entire factory staff of his old company in Scotland before leaving for Canada.

#### A NEW COMMERCIAL MAP.

A valuable map of Western Canada has been issued by the Stovel Co., of Winnipeg. It is 25x80 inches in size and on it are mapped out all the railways traversing Western Canada from Port Arthur to Edmonton and Calgary, with the name of every station in its proper position. With the exception of the railway lines in colors and the names of the stations printed plainly in black letters the whole map is a blank. In this way the commercial routes of the West are



The Brantford Starch Works at Brantford.

One of the old employes who has been on the pay roll for 48 years was unfortunately unable to be present owing to ill-health. The special train left Cardinal in the late afternoon, stopped at Cornwall where supper was arranged for and arrived in Montreal, so that the representatives could enjoy themselves in the evening by going to the theatre, etc. There was also a theatre party tendered to the visiting representatives by the selling staff of the head office in Montreal.

#### Presentation to Mr. Murray.

The day following the return of the party from the visit to Cardinal, the various selling representatives of the company surprised the sales manager, A. P. Murray, by waiting upon him and presenting him with a loving cup inscribed with all their names as a token of their appreciation, thus bringing to a close a very interesting and enjoyable celebration. Mr. Murray was much taken by surprise and the significance to him was an appreciation of the strong backing up of the selling staff. The presentation was made by G. P. Gallagher, special Eastern representative, and Duff T. Williamson, of the Brantford Starch Co. Kindly words were also

most clearly displayed. The value of this map to Eastern business men doing business in the West is very great, and no business house should be without a copy.

#### NORTHWEST TRAVELERS' ANNUAL MEETING.

New Club Building a Success—Election of New Officers.

The annual meeting of the Northwest Commercial Travelers' Club was held in the club rooms in Winnipeg on Saturday, Dec. 12. The financial report was very satisfactory, the new club building having proved a good success. A notice of motion was received favoring the admission of 200 associate members.

The following directors were elected for the year 1909: Geo. Wilson D. J. Dyson, F. H. Nesbitt, F. J. C. Cox, J. A. McTaggart, E. L. Thomas, J. E. Holland, A. E. Wayte, T. E. Elliott, J. A. Hasley, A. R. Leonard, J. E. McRobie.

At a meeting of the directors held the following Monday, Dec. 14, the following officers were elected: President, Geo. Wilson; 1st Vice-President, D. J. Dyson; 2nd Vice-President, E. L. Thomas; Treasurer, F. J. C. Cox; Secretary, J. E. McRobie. D

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## Dominion Travelers Dine in Montreal

Thirty-fourth Annual Banquet of Dominion Association Held on Monday Evening—Largest Attendance in Years, Including Many Guests of Distinction—Brilliant After-Dinner Speeches.

For the thirty-fourth time in their history the Dominion Commercial Travelers' Association held their annual banquet on Monday evening of this week in the Windsor Hotel, Montreal.

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According to those who were in a position to judge, never before was there such a "feast of reason and flow of soul." The after-dinner speaking was of a particularly high order. Speeches were short, as a rule, many of them witty in the extreme, and all brimful of patriotism.

And the attendance was magnificent. Travelers were there representing every house of importance in Montreal, every trade, and many races and creeds. Extra tables had to be brought in to accommodate the 334 travelers present.

At the guests' table were seated gentlemen representing Canada's greatest political, commercial and professional

world. They were the oldest known. Noah was the oldest traveler, and he had the greatest line of samples. Adam had a monopoly on the clothing business and he would never have taken to the road had he not taken on a side line of apples.

Mr. Mathewson will make an ideal officer. He is wise. He wears kind of magic spectacles, through which he sees everything in his lines at once—on both sides of the street, and around the corner. He was for years a drummer. He has seen the soul of the machine, and preached the Apostleship of Empire, You cannot classify him except among God's own." Sam is the man that is. For him everyone seems to have a good word, and at the same time to have a deep amd abiding admiration. He believes in the Poor Feud laws.

interests, and every speaker had something interesting to say.

Samuel J. Mathewson, the new president, occupied the chair and took upon himself, at the request of his fellow-members, the duties of toastmaster for the evening, doing himself credit and helping considerably to keep the ball rolling.

On his right were seated Hon. Charles Murphy, Secretary of State; Hon. Charles Marcil Speaker of the House of Commons; Hon. W. A. Weir, Provincial Treasurer, Quebec; Henri Bourassa, Ald. Robinson, Max Murdock, J. S. N. Dougall, C. A. Chouillou, President of the Chambre de Commerce Francaise; A. A. Roy, representing the Chambre de Commerce; W. H. Olive, Charles Gurd, Rev. Herbert Symonds.

To the left of the chairman were R. L. Borden, J. Bevan Giles, vice-president; Professor Stephen Leacock, of McGill; W. J. Egan, retiring president; Mayor Galbraith, of Westmount; Hon. J. D. Rolland, R. C. Wilkins, Thomas Henry.

#### Progress of Association.

proposing the toast, "Our King," Mr. Mathewson made a very neat little speech sweet for its brevity, containing more humor than his friends thought he possessed, and full of facts. He referred to the strength of the Dominion Commercial Travelers' Association, its wonderful growth, and the good work it was accomplishing. He humorously characterized it as the oldest association on the face of the earth, justifying his statement by explaining that Noah was the first commercial traveler on record, having carried a larger line of samples than any man ever attempted before or since. At present over 6,-200 men belonged to the association, and more were joining every week.

Vice-president J. Bevan Giles was called upon to propose the toast "Our

Country," which he did in a very able manner, the audience singing "O Canada."

Hon. Charles Murphy, the new Secretary of State, was the first speaker called upon to reply, and he made a brilliant little speech. It was the first time he had spoken in Montreal since his appointment to his present position and he was listened to with considerable interest, especially as being the youngest member of the Cabinet.

He spoke of the high esteem in which Sir Wilfrid Laurier held travelers of the Dominion, and conveyed to the association the Premier's regrets for not being present, due entirely to the proximity of the opening of Parliament.

#### Travelers Count Always.

Speaking of the legislation in which he had been interested since assuming



BEVAN GILES,

The Association's Vice-president. Bevan Giles, vice-president of the association, sat very close to R. L. Borden during the dinner, and afterwards proposed the toast to Canada. Everyone wondered how Bevan did so well, but it was the beverage he sells, no doubt. He is able to exhibit all the hall-marks of genius. He has lungs of many horse power, though he is not of great stature. He has impulsive ears, and a sinewy expression. Language is his long suit, especially French dialect, and such is his fame and power as a reciter that on his approach the Kaiser flies to his cyclone cellar. Sir Wilfrid retreats to Arthabaskaville, the Pope turns loose his flercest Roman bulls, strong men weep, and the Beer Trust throws up its hands.



S. J. MATHEWSON. The New President.

Sam Mathewson, the new president. made a dignified chairman at the dinner. Sam has the dignity which usually goes with brains. He is famous for his liquid language, and his love Montreal, his native city. Esperanto represents words he forgot to use in praising Montreal. He has revised the Japan tea business; improved the baking powder industry, and corrected the salmon fisheries; the words he has used in praising Montreal and boosting Japan teas, marshalled in columns of fours would go twice around chaos, and then have enough left over to keep Sir Wilfrid Laurier in speeches for four

His ancestors came from the Emerald Isle, and he inherited the wit of his race. He declared that the commercial men were the greatest society in the

Bevan is liked by all who know him, and can tell a good story in almost any dialect with much agreeableness. Bevan will be the next president. He is a splendid official.

office, he said that none had given him greater pleasure to promote than that which resulted in the selecting of a Monday for our national day of Thanksgiving, and the choosing of a Monday for election day. It was largely due to the consideration of the commercial travelers that such legislation had come to pass. The interests of the travelers were at all times before the members of Parliament. They were justly considered the most reliable barometers of public opinion, and could always be counted upon to predict with reasonable accuracy the result of anything which concerned the public from a horse race to an election. In the history of the commercial travelers was reflected the national development of Canada. In the old days, when travelers were few, and when they pursued their occupation at the peril of life and limb, the business of the country was small indeed. The wholesale business was confined almost entirely to Montreal, Quebec and Toron-



W. J. EGAN.

Retiring President, Member of Executive. William Egan, known to his traveler and other friends as "Bill," is one of Mr. Dooley's own friends, and we "see be the pa-apers" that his stock of wisdom is still on draught. He does not like Westmount water. William was an ideal president, and his diplomacy showed profit for the association. Mr. Doo-ley defined the retiring president when he said how he knew so much, "Ye want to know what's goin' on, an ye want some wan to make up yere mind about William increased the membership of the association, and made the cash register work all right. He is not opposed to ladies, but women members were barred under his regime. Mr. Egan is an enthusiastic lover of horseback riding and outdoor sports generally. Ireland is the home of his ancestors, and the hand-organ will please play the air that endears him to our memory. William is a citizen, by divine right, of the Celestial City of Good Fellows.

to, and any firm having an annual turnover of \$50,000 was considered most

wonderfully progressive. Two-year credits were the bane of the wholesaler's existence. In those days the West was but a hunting country, unknown and unappreciated, while the East did not con-cern itself with Central Canada any more than Ontario and Quebec interested themselves in the Maritimes. This was all of the past now, and much credit was due to the commercial traveler for the strong part he had played in bringing the business men of the different parts of Canada more closely together.

#### Preaches Canadianism.

In the establishment of the Board of Railway Commissioners Parliament had done something which he thought was proving of much benefit to the business community. Another matter he referred to was the policy of the Government regarding immigration. Every encouragement was being given desirable immigrants. This was worthy of note, for every new immigrant meant a new consumer of Canadian goods, and to the traveler another opportunity for trade. Concluding, he stated that Canada was rapidly assuming the proportions of a great nation within a nation, and that only the strongest Canadianism would enable us to continue our upward progress, and to maintain the high position we were beginning to hold among the countries of the world.

#### R. L. Borden's Address.

R. L. Borden, leader of the Opposition, followed, addressing the gathering as "fellow travelers," saying that his work necessitated much traveling, and that he considered himself entitled to so address them. He was very glad to be able to get around the country so much and to meet the people residing in different sections of Canada. Only by knowing our fellow-countrymen could we truly appreciate them and work together with them to good purpose. The travelers were practically the only class. who, as a body, were closely in touch with brother Canadians. He reproached the travelers on one score only, and that was that they did not send as many of their number to Parliament as they should. None were better qualified to participate in the transaction of the affairs of the Dominion. However, he hoped that in the years to come he should see many faces in the House of Commons that he would recognize as commercial travelers

#### Leacock's Fine Speech.

Professor Stephen Leacock, of Mc-Gill University, made one of the finest after-dinner speeches heard at a banquet of the association in years.

Full of wit, sound sense and indisputable facts, his remarks repeatedly called

forth hearty applause.

In his opening words he said that he was speaking as a Canadian, born amid the beauties of an Ontario barnyard, and that the time was ripe for Canadians to display interest in more affairs than those purely domestic in character. It was wise and necessary for Canadians to consider their rela-

tions to the British Empire, and to the rest of the world. For years, he said, there had been a suspicion in the minds of Canadians that Canada did not fare well at the hands of Great Britain when diplomatic questions were brought up for discussion with the United States and other countries. He cited the Ashburton treaty as an instance. It had been felt that Canada was unjustly treated in this diplomatic encounter, but this was not at all the case.

To further dispel any such false impression he mentioned the good work of British diplomats in 1845, when they were firm in their decision not to grant the request of the United States when they wished to have the boundary line between their country and Canada extend north to Edmonton. By the firmness of the attitude they adopted then these diplomats had saved for Canada what is her Great West of to-day. Fur-



MAX MURDOCK.

The Association's Treasurer. Max Murdock, the treasurer, past-president and general guide of the association for years, was a power at this banquet. Max is a business man by birth, a gentleman by practice and na-ture, and a commercial traveler by deliberate intention. He was here, there and everywhere at the dinner and yet he was never at all obtrusive. He was among the "boys," seeing that the waiters did their duty and that no man. even the press men, remained thirsty. His genius for organization was there all through, and he proposed the toast to the Province of Quebec, well. even though his voice was husky. Some one said:
"Take a drink, Max," but Max does

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en though ne said: not indulge at the wrong time. Personally, his prudence has saved the association dollars. Max is an antidote pessimism, and Murdock is a dissipator of the blues. He is the drummer patron saint of slippers, punch and bachelor wood fires. He was lonesome in not toasting his favorite subject, "The Ladies." He is unmarried, and it is not true that he has a sweetheart in every port. He is at home everywhere. He knows pseudo science (whatever that is) and the occult, and has always made money, which is always reputable in Anglo-Saxon countries. You can't loose Max. He knows what the schooled traveler calls wild and wooly-knitted cardigan, or otherwise, in commerce, but his long suit is prudence, the hot, sudden, inflammatory. get-rich-quick prudence at first sight. His horse-sense has the Sovereign Bank and some Cobalt mine ventures looking like extinct volcanoes. At the Reform Club he says some political policies are anaemic and ladylike and never hesitated to say so. He does not prefer breakfast food to beef, nor chewing gum to conversation. A staunch, sterling officer who is looked upon as the watchdog of the association.

thermore, behind the pen and ink of the diplomat was power, and behind power was the iron and steel of the fighting man. British fighting force had always been behind Canada's treaties, support-ing her interests and upholding her honor. To Great Britain Canada turns for protection of her large and growing foreign trade in which she has hundreds of millions of dollars and thousands of lives invested. So accustomed had Canadians become to watching the inter-nal development of their great Dominion they were losing the power to look outside, to see that Canada is growing into young nationhood and therefore has an external aspect which must not be lost sight of

He predicted a recurrence of the great world-struggle which seems to be the lot of the British Empire every century and stated that when the time came for citizens to stand shoulder to shoul-der for the defence of the Empire, Canadians would be found in the foremost

#### Canada Aiding Empire.

Hon. Charles Marcil followed Prof. Leacock along somewhat similar lines at first. He mentioned the fact of his being of French blood but said he was a British subject by conviction, if not by descent.

Canada was aiding the Empire by her railway policy, making links which con-nected Great Britain with her eastern possessions. Referring to the trade policy of Canada he said that he was quite anxious to see trade relations be developed east and west and south, and with the Mother Country. A preference had been given Great Britain and concessions offered of which advantage had not been taken. It was now for the old Country to make the part moves Old Country to make the next move.

Max. Murdock then proposed the toast, "Our Province," coupling with it the names of Hon. W. A. Weir and Henri Bourassa. Mr. Weir made a neat little speech, calling upon his hearers to pay attention to the affairs of the Province, not to devote their whole minds to the doings of the Dominion as to the doings of the Dominion as a

#### Bourassa Talks Patriotism.

Henri Bourassa was given a great reception when he arose, and made a most patriotic speech in English and after-wards in French. He called the French Canadians the most loyal of all British Narrow minded provincialism was fast dying out, he said, in Quebec as in the other Provinces, but this would not make Canadians forget that by making the individual Provinces great they were contributing to the greatness of the Dominion as a whole. He hoped that the travelers, who were constantly going from Province to Province, would ever retain a strong attachment to their own Quebec, which had been for years a shining example of racial and religious tolerance, illustrating the fact that in a Province where the majority was of another race and creed to the minority there was still



F. N. PICARD, A Member of the Executive.

Mr. Picard's business takes him into dry goods, but his appreciation of the other kind of goods was all right Monday night. He has a host of friends among the travelers, and his own special trade. He uses several languages and sometimes Scotch. He was busily engaged making a number of his fellow travelers happy Monday night, and, as a member of the executive, he will always be a force for good management. The "dead men" on his table, which were once filled with what was well-call ed the bottled smiles of the peasant girls of France, was "dry" goods all right. He told some of his travelerfriends to please not shoot the pianist as he was doing the best he could.

That he would make a fine president is said without prejudice.

He sells gloves for an important French glove concern, and is as smooth and silky in method as his gloves.

room for all nationalities, all religions, and no place for narrowness of feeling, or bigotry.

J. Egan proposed "Our City,"

W. J. Egan proposed "Our City," mentioning also the city of Westmount. Ald. James Robinson responded for the city, and Mayor Galbraith, of Westmount, spoke for that municipality. "Trade and Commerce" was the subject of a toast proposed by H. M. Levine, and responded to in an able manner by Farquhar Robertson, vice-president of the Board of Trade; A. A. Roy, of the Chambre de Commerce, and C. A. Chouillou, of the Chambre de Commerce Française. Commerce Francaise.

F. N. Picard proposed "Transporta-tion," to which Thomas Henry replied. Toasts were proposed to "The La-dies" and "The Press," bringing the festivities to a close.

The dinner committee:-Maxwell Mur-The dinner committee:—Maxwell Murdock (Convener), F. S. Cote. Louis Decelles, R. Dionne, J. F. L. Dubreuil, E. Duckett, W. J. Egan, A. L. Friedman, J. B. Giles, Ludger Gravel, E. E. Guilbault, D. M. Lefebvre, H. M. Levine, Geo. A. Mann, F. D. Marceau, S. J. Mathewson, Major J. T. McBride, John Paterson, F. N. Picard, Chas. Roberts, Ald. James Robinson, J. D. Shaw, H. W. Wadsworth (Secretary).

#### From the Sample Room.

It was notable as a gathering of young men. The old men seem not to be in the traveling business any more. There were a few, but generally speaking the average age of the gathering would not be over thirty-five. This speaks for the trend of modernism in business. There were no drunks there; no vulgarity; no interruptions of speech es, and no misbehaviour. Sam Mathew-son said that as a society there had not been a suspension from it for the past ten years for any reason what-ever. That's what the Yankee calls "going some."

The man who sang the Harry Lauder song made a hit. There was one line which was taken up by the travelers because it told where a fellow kissed a girl so often that he could taste her face for weeks. Think of it. Help!

George M. Mann, who is a member of the executive, is liked by all who know him. He took a great deal of troubles.

He took a great deal of trouble him. He took a great deal of trouble to make a wide circle of the rank and file happy by seeing that smokes were distributed freely, and in fact he did not wait for the flunkeys, but went around himself with the box and asked the "boys" to enjoy themselves.

The orchestra was hard to beat, and level give that were familiate the

The orchestra was hard to beat, and played airs that were familiar to the travelers. The average traveler does not want Massenet, and it was so sensible for them to play "The Stein Sone" and "So Long Mary," etc., and "Forty-Five Minutes from Broadway." This is where judgment comes in and the boys where judgment comes in, and the boys say it was the committee who area 1304 all this. Everybody was thankful that there were no sugar-stick recitations foisted on an unsuspecting public.

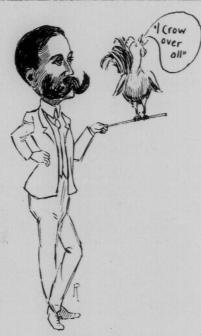
R. L. Borden was exceedingly felicitous. He quoted Mr. Chamberlain by saying: "Shall we begin the speeches now or let the people enjoy themselves a little longer." The Japs have their speeches first and the banquet afterwards. The dinner was graced by the presence of two well known Japanese business men of Montreal. They seemed to enjoy this part. Mr. Borden was roundly cheered when he claimed to be a commercial traveler, and said it had a commercial traveler, and said it had made him a better Canadian for having traveled. He said the travelers were preaching the sound gospel of a vigorous Canadianism. They were the forces

making for the unification of the races. Prof. Leacock was very dry with humor at the outset, and made a hearty laugh by belittling himself as professor who was accustomed to speak-ing to the gentler sex, and was one of those men who never drinks and does not know enough to take a cigar. This pleased the travelers. He made a fine speech that convinced the travelers and all the audience that he knew what to

say and how to say it.

Mr. Murphy said there were twenty thousand travelers in Canada, and they were the barometers that reflected the state of public opinion from a horse race to an election. A body like that demanded attention from the Government. He said when he asked Sir Wilfrid about what functions he should attend, the Premier went down the list erasing this and that and finally came to the name of the Dominion Commercial Travelers' Association. "There," exclaimed Sir Wilfrid, "we cannot miss

those men.



ROBERT C. WILKINS A Well-liked Man

Robert C. Wilkins, than whom no one loves the Travelers' Association more, and who has always been prominent in its affairs, was as usual at the festive board. Wilkins and "Rooster" brand are known the country over for their good ness. The trade mark of his business is often quoted as among the most valuable in Canada. If "Bob" has any faults they are faults of a big heart He is always the man with a smile even if things do go "dead wrong." His friends are legion, and staunch ones, too. He was one of the busiest men with the glad band and a tender pat on the

The menu had some fine pictures of the Montreal harbor on the back and it was unfortunate that Major Stephens, the president of the Harbor Board, was not able to be present, so that some information might be given on improved transportation facilities. This vas

the thirty-fourth banquet, and certainly there have been some improvements during that period.

Bevan Giles said, "Certainly, the French and the English and the Scotch and the Irish travelers represent the brains of the world." A voice cried, "You left out the Swedes," and at any rate everyone laughed at the remark.

Egan, past-president; Mathewson, president; Galbraith, and Chas. Murphy made the Emerald Isle fairly prominent and it was good to hear Mr. Murphy tell the old story that the Englishman said if he was not English he would like to be Scotch, and the Scotchman said that if he were not Scotch he would prefer to be English. They then asked an Irishman what he would be if he were not Irish, and he said, "I'd he ashamed of meself."

It was really an Irish banquet. There was William Galbraith, "the foine man," who is Mayor of Westmount, who told us that the United States was bounded on the north by the Aurora Borealis, on the south by the Southern Cross, on the east by the Rising Sun, and on the west by the Day of Judgment. Mr. Galbraith gave the boys a fine selection from Hamlet, and no one but a man with remarkable personality could have held that audience of drummers after one in the a.m. There was an Irish imitator of the brogue who said that he was not a commercial traveler, but a man should be proud of his birthplace whether he was born there or not. The same man wrote with no intention to offend: "Tell me, tell me, tell me, please: 'Is Westmount a name or is it a disease?'

The crowd was intensly British. When "Rule Britannia" was sung the whole gathering rose to its feet, and each time, at the chorus, sang it as if they all believed in it and meant it. When "God Save the King" was sung it was the best kind of mixed singing, and it seemed as if enthusiasm was in the air. Certainly, the dinner was the greatest in the history of the association. No matter who gets the credit, the whole body is a credit, and every participant deserves a share of praise.

Ald. James Robinson seems to remain one of the "boys." He told some good stories which illumined what would otherwise have been a dry toast, especially as everyone knows he has been rais ing trouble at the City Hall by his alert digging up of misgovernment. James or "Jim," as he is known, is a keen business man, and has made money. His judgment has always been useful to the society. There were a lot of poys asking for Pete Gauthier. Pete is his Ot tawa man.

Charles Gurd, one of the greatest op timists that ever lived, was sitting be side Rev. Dr. Symonds, of Christ Church Cathedral. The presence of this clergyman looked well at a dinner of business men, where sometimes the more sober thought of the church is necessary to bring "Lest we forget" to memory. Dr. Symonds has been for years a great watcher of the commercial men, and it is quite possible that next Sunday we may have some sermons on the influence of

one man upon another, or what is the fragrance of a flower. That was indeed a great row of capable men which reached from Tom Paton along the guests' table, somewhat in this fashion: Wm. Galbraith, W. J. Egan, Hon. J. D. Rolland, Bevan Giles, R. L. Borden, S. J. Mathewson, Hon. Charles Murphy, Hon. Charles Marcil, Hon. W. A. Weir. Then such men as Ald. Robinson, C. A. Chouil lou, President of the Chambre de Commerce Francaise; J. S. N. Dougall, Dr. Symonds and Charles Gurd. Charles Gurd is easily the prince of jolliers, and has done a great deal for the D.C.T.

S. B. Townsend, the popular manufacturers' agent, had a merry table. He had the goods to make his people happy. and was one of the prominent figures all the time.

Fred. Mathewson has his eye on that bugler for the Vics.

Dan Byrne said the halibut was all right, but there wasn't enough of it.



C. D'ARCY O'BRIEN, MONTREAL. One of the Hardwaremen Who are Active in Association Work.

During the evening there were several "drops" in the glassware market. Of course, George Mann had nothing to do with the fluctuations—unless the "tips" he passed around were not correct.

Nobody told the story of the egg. Harry Richardson was waiting for it.

Alf. Hodge got out of that first round in easy fashion. Ditto for friend Kusanobu.

The musical programme was a good

"They don't make Granby Rubbers any longer; they're long enough al-ready," was heard when Jim Robinson arose to speak.

H. M. Levine is one of the oldest younger members of the association, and has always evinced strong interest in its doings. He was right there with the goods in proposing the toast left to him.

## Canadian Travelers' Meeting and Dinner

In Toronto on Wednesday—Scheme to Bring up Mortuary Benefits Finally Defeated—Membership Now 8,640—Splendid Speeches From Hon. Geo. P. Graham and Hon. W. J. Hanna, With Abundance of Good Fellowship

Make Banquet a Striking Success.

The resolution, of which notice had been given by H. W. Hopwood, to bring the maximum mortuary benefit for the years 1904 and 1905 up to \$1,000, made a storm centre out of the annual meeting of the Canadian Commercial Travel-

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LEWIS A HOWARD, The Retiring President.

ers' Association Wednesday afternoon in St. George's Hall, Toronto. Mr. Hopwood's argument was that, in all justice, the beneficiaries who died in the years mentioned were entitled to \$1,000 instead of \$750. The reduction made by the directors had, he held, been decided upon without due notice. It was estimated that it would require \$20,000 to make good the difference.

Mr. Hopwood vigorously championed the resolution. The action of the directors in the year the reduction took place was he contended, in opposition to the expressed wishes of the members.

#### The Transports Wise

The Treasurer's View.

E. Fielding, treasurer of the Association, went fully into the matter from his viewpoint as an official. He pointed out that the total mortuary liability in 1904 was \$3,757,770, while in 1908 it was \$4,379,301 an increase of 16½ per cent. The total amount received from all members who died in the years referred to, or from their friends, was \$20,210. The amount paid to their heirs was \$68,437. There was a change of by-laws in 1887 and had these by-laws been in force from the inception of the

Association, there were a number of those who died in 1904 and 1905 who would have been under an age discount because they were elderly men.

"If we apply these by-laws to their claims against this society," said Mr. Fielding, "there are 28 men, or their beneficiaries, rather, who received \$5,850 more than they were entitled to under the \$1,000 mortuary benefit. All of us now living are liable to assessment, provided there are not enough funds to pay on the \$1,000 basis, or, in other words.

ing action which would enable the association to reimburse the beneficiaries concerned.

A. Finlayson, one of the oldest mem-

A. Finlayson, one of the oldest members of the Association stated that when the mortuary benefit was raised from \$750 to \$1,000 a few years ago it was not the proper basis on which to proceed, and he held that members supporting the present resolution were admitting, by their action, that such a course was wrong.

John Gibson, president-elect of the Association, was applayded when he rose to take part in the argument. He asserted that, in making the reduction complained of, the directors had not only acted on the by-laws before them, but had secured competent advice. He questioned whether 10 per cent, of the members present knew where they stood with regard to their mortuary benefit.

#### The Resolution Lost.

The question was discussed for upwards of two hours and, on being put to the meeting was lost. At times it was difficult to keep the debate free from personalities. On one occasion Mr. Hopwood rose to a point of order



JOHN GIBSON, President-elect.

would be penalized up to 75 per cent. of the actual mortuary benefit.

#### Loyalty to By-laws.

Thos. McQuillan urged the importance of loyalty to the by-laws of the Association. He pointed out that the directors had taken advice on their action and that the reduction had been entirely legal. His contention was that, in the event of the difference being paid, the same argument could be applied on the reduction of the benefit, some years ago, from \$1,200 to \$1,000.

Harry Bedlington, seconder of the resolution, urged the advisability of tak-



ROBERT GEMMELL,

Of John Macdonald & Co., First Vice-President of the Association

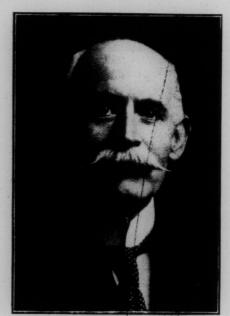
but was promptly called down. Questions of privilege and points of order were frequent and short lived. At the conclusion of the discussion, the meet-

ing broke up. No reference was made to the proposal to admit women travelers to membership.

There were about 200 members present at the meeting. The retiring president, L. A. Howard, occupied the chair, and president-elect, John Gibson, had a seat on the platform.

#### Report of Board of Directors.

The outstanding feature of the annual report for the past year of the Board of Directors, presented by James Sargent, secretary, was the fact that the sum of \$32,780.77 had been carried



S. M. STERLING,

Of Thos. Ogilvie & Sons, Second Vice-President of the Association.

to permanent reserve notwithstanding the very heavy death rate, the amount paid for mortuary benefits being \$60,-422.50 with unadjusted claims amounting to \$8,000. The general expenses of the year were \$4,517.54 office expenses, \$3,641.59 and building expenses, 504.03. There had been received from certificates, \$86,570.50; net interest, \$24-381.28; rentals, \$3,683.47; total receipts, \$117,763.47. The permanent reserve now amounted to \$616,201.22.

The total membership on Nov. 30 was 8.640, being an increase of 109.

The receipts of the relief fund amounted to \$2,374.55. Twenty-five relief claims, amounting to \$828,55 had been paid, leaving a balance of \$1,546.

Further complaints had reached the board re hotel accommodation in local option districts, and a committee was appointed to interview the Ontario Government. The matter was receiving the careful attention of the Premier and Cabinet and the appointment of a special officer in the near future was expected.

The mortuary benefit for the year 1909 had been fixed at \$1,000, in accordance with by-law.

The directors expressed the hope that Dominion and Ontario elections, as well as Thanksgiving Day, would henceforth be held on Mondays. This arrangement was preferred by travelers, and, so far had been well received by the public.

#### E. Fielding Returned as Treasurer.

The contest for the position of treasurer was between J. H. Kennedy and E. Fielding. The latter was returned by a large majority. The total number of ballots received was 1,943, of which 74 were spoiled. Following are the successful candidates and their votes:

Toronto Board—Treasurer, E. Fielding, 1,188; directors, J. W. Wildfong, 1,228, G. W. Moore 1,168, J. H. Lumbers 1,076, W. J. Micks 1,067, C. J. Tuthill 1.062, James G. Cane 997, Harry Ellis 955, W. H. Scott 919, A. C. Rogers

Hamilton Board-1st vice-president, Hamilton Board—1st vice-president, E. J. Fenwick, 864; directors, Arthur Hatch 1,023, W, H. Dean 1,006, E. O. Zimmerman 915, G. M. McGregor 877, H. G. Wright 853, C. C. Smye 768.

The president, John Gibson, and past-president, L. A. Howard, were appointed as representatives on the Industrial Exhibition board.

Exhibition board.

A suitable testimonial will be prepared for presentation to the retiring presi-

#### The Retiring President's Address.

"Despite the panicky period and hard times in other countries, Canada has continued to progress during the present year," said Mr. Howard in his opening address. He made reference to the renewed activity in the Cohalt districts and without going into politics, express-ed the opinion that a right and just pol-

ed the opinion that a right and just policy was not being pursued regarding the mining interests in Ontario.

He regretted that nothing practical towards realization of the All-Red or All-British route had yet appeared.

"I am a firm believer in things Canadian and things British," declared Mr. Howard, and believe that this empire is

Howard, and believe that this empire is quite large enough to be a kingdom unto itself." (Applause).

One feature of the year, regarded as one of the most gratifying, was the increase, amounting to \$12,000,000, in



JAS. SARGANT,

The Society's Veteran Secretary.

trade between the United Kingdom and Canada, in spite of hard times. It did not appear, therefore, that Canada had been standing still during the financial

stress of other people.

In reviewing Association history for the past year, Mr. Howard referred with

pleasure to the very prosperous condition indicated by reports. All would be glad that the Government of Prince Edward Island had removed the tax on ward Island had removed the tax on travelers. These petty inter-provincial taxes would lend no good influence to future prosperity. The City of Quebec had contemplated such a tax, but it was understood, had decided not to enforce it. The opening of agencies for the sale of traveling certificates had resulted in the addition of a great many new members. In the West very beneficial results were expected from this plan.

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E. FIELDING,

Re-elected Treasurer.

The board took up the question of salaries, and after eareful consideration of each case an increase was made. The office work had been well done and the staff highly complimented by the audi-

Mr. Howard read a letter from the auditors with reference to the earnings the accident insurance department, of the accident insurance department, which had been carried to the permanent reserve fund. Beginning with the year 1891, the total salaries paid in 17 years were \$32,050; average per year, \$1,882; total accident insurance profit, \$21,260. The difference between these two figures showed \$10.790, or an average of \$635 per annum. All revenue received from accident insurance at the present time goes to the Association. goes to the Association.

Mr. Howard referred in terms of regret to the fact that the 1st vice-president of the Hamilton Board, Major J. H. Herring, was retiring, after thirty

years' service.

The retiring president thanked the members of the board for the able assistance they had given him during his twelve years of service. It was with great regret, he said, that he severed his connection with the Association as president, and he expressed his appreciation of the kindness which had always heen shown him.

#### THE BANQUET ON WEDNESDAY NIGHT.

The good fellowship and jollity of the holiday season is nowhere more apparent than it was at the annual banquet of the Canadian Commercial Travelers' Association at McConkey's, Toronto, on Wednesday evening, December 23rd. Every man present, and there were about two hundred and twenty-five, rather a larger attendance than usual, was in the best of humor, ready to enjoy the humor and to profit by the instruction, though most of it was pretty well sandwiched, which the programme of the evening included. What a jolly lot of travelers they were, too, most of them just in from a year's good work, with the realization of brightening business and good Christmas orders to give a solid backing to the good feeling which is always uppermost at such a function.

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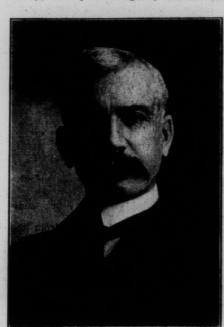
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The dinner was announced for 7.30, but just as usual "the boys" wandered in at any old time, and it was somewhat after eight when President Lewis Howard led the way to the tables.

#### The Guests of Honor

The guests of the evening were notable as including some of Canada's foremost public men. On Mr. Howard's left were Hon. Geo. P. Graham; Hugh Blain; Wm. Grey, London, Past President Western Travelers' Association; President-elect John Gibson; W. J. Moody; Harry Redlington; Lieut.-Col.



HON. GEO. P. GRAHAM, Who Responded to "The Dominion Parliament."

John Stoneman, Hamilton, and Arthur Hatch, Hamilton. On his right were Hon. W. J. Hanna; W. K. George; S. R. Wickett; Mayor Oliver; E. Fielding, Treasurer; S. M. Sterling; and W. J. Micks, chairman of the banquet committee.

The tables were arranged in the form of a long-legged "E," the extremities reaching to the end of the large banquet hall, and practically every place was filled

#### " Off to a Good Start."

After full justice was done to the menu, while the latest stories and jokes picked up during the week were swapped across the tables, President Howard got to his feet and set the ball a-rolling with "Well, she's off to a good start, boys." Mr. Howard read letters of regret at their inability to be present from J. T. Green, President West-

ern Travelers' Association; S. J. Mathewson and W. J. Egan, President and Vice-President of the Dominion Travelers' Association, and Thos. Mc-Ouillan, Past President, C.T.A.

The first toast was to the King and this Mr. Howard proposed most gracefully, remarking that we as Canadians are proud to have His Majesty at the head of the British Empire. The toast was followed by a verse of "God Save the King," sung in a vigorous way that made one's blood tingle, and showed that the sentiment was appreciated.

The travelers' dinner would not be complete without a recitation from Col. Stoneman, and the Colonel was on hand as usual. He gave a patriotic poem in his characteristic way and got a most hearty reception.

The next feature was the taking of a flash-light photo of the company.

When everyone got settled down and the smoke cleared away President Howard proposed the next toast, "Canada." He took occasion to express his pleasure at seeing so many representatives of the association present, and went on, mentioning in some detail Canada's resources in minerals, climate, forests, wheat fields, transportation facilities and men, to predict a future greater than any other country in the world.

Following the toast a verse of the "Maple Leaf" was sung with enthusi-

The next item was rather different, one of Harry Lauder's Scotch songs by W. J. Dore. This was so well received that Mr. Dore had to sing an encore.

#### The Dominion Parliament.

J. H. Wildfong, in proposing the toast of "The Dominion Parliament," said he considered this toast the most important on the program. Travelers were interested in the transportation problem as no other class of men are and it was pleasing to have the Minister of Railways with them. During the past year there had been a large number of railway accidents and while the travelers had been fortunate enough to keep out of the casualty column they were interested in securing safe transportation and would ask Hon. Mr. Graham's assistance in securing it. Another problem in which the travelers are interested is the securing of a single fare rate covering from Friday to Monday. At Mr. Wildfong's request the toast of the Dominion Parliament was drunk and the "Maple Leaf" sung with the vigor of true Canadians.

Hon. G. P. Graham responded, being greeted with hearty applause, showing that the travelers felt that their case was in friendly hands. Mr. Graham said the travelers were the real commercial men. The manufacturers could make goods, the retailers may be willing to buy, and the consumers might want supplies ever so badly but the traveling salesman was a necessary link in the commercial chain. We used to order goods by letter and we took a holiday once or twice a year visiting the wholesales, said Mr. Graham, but things have changed and the greatest grudge the retailers now have is that the traveling salesmen have made unnecessary these trips, yet the public is

better served by having the goods reach the consumer by the most direct route.

Taking up the transportation problem, Mr. Graham said that perhaps the best education a politician can get is in the smoking compartment of a first-class car with half a dozen commercial men around him. The passenger problem as it affects the traveler has three or four aspects. The ideal transportation is in an official car with a first-class chef in attendance. Then the next best is that enjoyed by the members of Parliament who ride free on all Canadian railways. Next comes the newspaper people and traveling salesmen who get special rates by belonging to their associations. Still another class is the ordinary people who have to pay full price for all they get and at the bottom of all are the hobos and out of works who ride the bumpers or count ties from station to station. The railways had to take all of these classes into consideration in figuring out their passenger rates.

Sometimes fault is found with the



HON. W. J. HANNA,
Who Spoke to the Toast "The Ontario
Legislature."

railways but as I am in charge of a railway 1,700 miles long, I know that one of the most important problems the railways have is that caused by the men who want to ride free by making friends with the conductor or other schemes. The travelers association had done much towards stopping this evil but it still exists to a considerable extent.

There is nothing Canadians ought to be so proud of as her railways. Her mileage of 22,966 on June 30, 1908, was the greatest per capita in the world, yet this is increasing so rapidly that the total on December 1, was 23,752, an increase of 1,300 miles in twelve months, and there are yet under construction 1,327 miles. This is a remarkable record for a young country and the money spent in helping the railways is

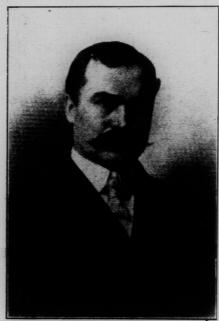
the best our people have ever made. In nine years traffic has increased 104 per cent.—a great tribute to the activity of the commercial travelers as well as showing the great resourcefulness of our resource.

There has been a stringency during the past year, yet nearly 2,000,000 more passengers have traveled on Canadian railways in this time, while 794,968 tons less freight has been carried. The working force of the railways has been decreased 17,608 during the past year yet the wages paid out were \$1,657,114 in excess of the previous year. Fully one-fifth of the people of Canada earn their living out of the railways and

pansion stopped or even checked.
"One optimist is worth forty-five pessimists in any business," said Mr. Graham in concluding.

canals of our country. We cannot af-

ford, therefore, to have our railway ex-



W. K. GEORGE,

Who Spoke on "Manufacturing Interests."

Harry Bennett followed with a couple of humorous songs.

Geoffrys, the local female impersonator, was mistaken for the real thing, and his first song took so well that another was demanded, the crowd joining in the chorus.

#### The Ontario Legislature.

The toast of the "Ontario Legislature" was proposed by W. J. Micks, who in a few words introduced Hon. W. J. Hanna. "Mr. Graham has given us an excellent address on the transportation question of the Dominion, but we have with us to-night an honorable gentleman who will deal with another important matter, the matter of hotel accommodation in the Province, which comes under the charge of the Provincial Secretary, Mr. Hanna. A great deal has been done in the past, and I believe Mr. Hanna is here tonight to say he is prepared to do more." Reference was then made to

the hotel fire at Tillsonburg last winter by which several lives were lost, one of which was a commercial traveler, and the speaker believed Mr. Hanna had something to say on the matter of fire escapes. The toast was drunk with musical honors.

Mr. Hanna, on rising, said he was glad to be present with the commercial men, not so much to say his piece as to meet the members of the honorable body. He congratulated the Minister of Railways and Canals on his speech, which was one full of prophecy. "The field of prophecy was one from which I must depart. Perhaps I had better confine myself to reminiscence. (Laughter.) It is two months now since I was in the field of prophecy, and was one of those optimists who was worth more than 45 pessimists. (Renewed laughter.)

"Looking over this crowd to-night you remind me of a body of missionaries with your white ties and your bald heads. (Laughter.) You look like missionaries; you eat like missionaries; and you drink like missionaries (renewed laughter), and the fact is you surely are missionaries in the best sense of the term, missionaries of commerce."

Mr. Hanna then treated of the life of the commercial traveler, and of place in the business world, standing between the wholesaler and manufac-turer and the retailer, the dispenser of goods to the consumer. He lightly referred to the traveler who persuasively got the merchant to raise his order from \$5,000 to \$10,000 by whispering that the goods would go up 25 cent, above the current price-and the traveler usually got away with everything his own way. (Laughter.) On more than one occasion Mr. Hanna had been struck with the way in which the commercial traveler had overcome obstacles as they existed standing between the reputation of his house on one hand and a cranky customer on the other, who complained probably that he had been sent too much goods, or that the quality was not as represented. The traveler was the man who straightened things out, who did good work.

"Now, since the proposer of the toast has put up to me a question, I suppose I must make a statement. The Government intends not only to see that fire escapes are provided on all hotels, but that sanitary conveniences are also provided in and about hotel premises, a matter suggested by the travelers and considered necessary by the Government. (Cheers.) The Government have decided that the precautions outlined by the commercial travelers, the necessity for which clearly exists, should be observed, and steps will at once be taken to meet as far as possible the wishes of the travelers. Next year we expect to have someone assigned to that particular work, whose business it will be to see that a standard is set and lived up to. We will next session have legislation passed making it requisite that hotelkeepers do not delay too long the making of improvements in this regard and in meeting the requirements of the law.

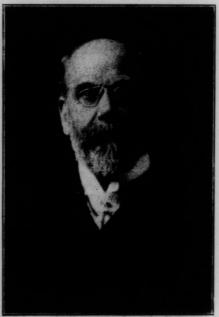
of hotel accommodation in the Province, which comes under the charge of the Provincial Secretary, Mr. Hanna. A great deal has been done in the past, and I believe Mr. Hanna is here tonight to say he is prepared to do more." Reference was then made to "The question of hotel accommodation in local option towns was a difficult one. Whether there should be a municipal license, a provincial license, or what should be done, Mr. Hanna could not at present say, and could make no promise, but the matter had received

and would still further receive consideration.

F. E. Karn gave a performance of magic. Hon. Mr. Graham assisted him in a couple of tricks, as did Hon. Mr. Hanna. The card trick practised by travelers at the Walpin House, Berlin, proved a hummer, and Oberndorfer's hat trick was also a good one, but Oberns' friends did not know he carried his samples in his hat—and besides, he travels for cigars, not whitewear.

#### Manufacturing Interests.

To the re-elected treasurer, E. Fielding, fell the honor of acting as sponsor for the toast of "The Manufacturing Interests," which was enthusiastically received. Mr. Fielding said that he recognized there was no more important part of Canadian industries than the great manufacturing concerns. What was meant by manufacturing interests? They consisted of the captains of industry, capital, the raw material and the necessary machinery to make the goods. The



HUGH BLAIN,

The First Auditor and one of the Oldest
Members of the Association.

captains knew where to get the raw material. They must have employes who have the brains and know how to handle the machinery—employes who are nonest and trustworthy; and also men who possess the knowledge of distributing and disposing of the out-put, as well as an acquaintance with those who want the goods. He was proud that we have a country and a people who know the kind of goods that are needed, and we also have the manufacturers and the mechanics who are skilled in making these goods.

"We are now," continued Mr. Fielding, "in a fair way of becoming as great a manufacturing country as we are an agricultural one. We have with us to-night W. K. George, a representative gentleman, who knows where to get the raw material, who knows how to make the goods, who has the necessary capital, and who also has the employes to make the right kind of goods.

THE CANADIAN GROCER

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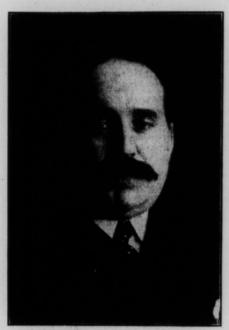
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r. Fieldning as as we with presenta-here to we how he necesthe emof goods,

and we have in addition here this evening a large body of men who know how to sell goods. It affords me very great pleasure, indeed, to propose this toast."
W. K. George, who is a past president of the Canadian Manufacturers' Association, was given a cordial greeting.

"To such a gathering of gentlemen, intimately associated as you all are with



ARTHUR F. HATCH, HAMILTON, General Manager of the Canada Steel Goods Co., Who Headed the Poll for the Hamilton Board.

the commercial life of our country and many of you directly connected with its industrial enterprises, it is a somewhat difficult task to know just what features of the subject to touch upon without merely repeating what to many of you would be but a 'twice told tale.'

out merely repeating what to many of you would be but a 'twice told tale.'

"There are few, if any, in this land of ours to-day who would contend that Canada should not strive to be a great industrial, as well as a great agricultural country, not only that she might make use of the marvellous—the almost unequal'ed—wealth of natural resources with which a bountiful Providence has endowed our land, not only that thus she might be able to furnish employment of varied and satisfactory kind to our own people—but that through this—this becoming a great industrial nation—she should develop into a populous, prosperous and mighty people, taking her place as she is by endowment entitled to do—in the foremost rank of the nations of the earth. Because, gentlemen, no nation has ever become great, prosperous or prominent in world affairs by remaining a purely agricultural people.

remaining a purely agricultural people. No one recognizes any more fully—no one acknowledges any more readily than I do the all-important influence which the basic industries of agriculture have upon our national prosperity—but on the other hand, no one believes any more firmly than I do that our prosperity as a people—our development as a nation, depends also upon the establishment and the successful development of our industrial enterprises.

"The chief criticism which the manufacturing interests have to face is their request for tariff protection. Might I

be permitted, as one who has had the honor of filling in succession the highest offices in the gift of that Association which represents the manufacturers of every section of our broad Dominion, and I refer to this not in a spirit of boastfulness, but in order that you may recognize that I know whereof I speak when I state most emphatically that that Association, as an association, has never asked, and never, I believe, will ask, for what it considers unnecessary protection. By 'unnecessary protection' I mean a protection simply for the purpose of enabling the manufacturer to make an unfair or exorbitant profit on his output-that has never been the policy of the Manufactureis' Association, but we have asked and we have pressed for such measure of protection as would lead to the establishment of Canadian industries and give our own manufacturers a fair opportunity to succeed in securing the trade of their own country against the unfair competition of either the cheap, I had almost said, pauper, labor of Europe, or of the tremendously developed and highly specialized industries of the country to the south of us.



JAMES LUMBERS,

Of James Lumbers Co., Toronto, a Member of the Toronto Board.

"And again permit me, as one conversant with the subject, to state most emphatically—and this is the endorsement of the whole policy—that the great majority of the industries which we have in Canada to-day have been established solely on account of the measure of protection which has been afforded to them. "And in the industrial development thus secured, the agriculturalist is vitally interested, because it furnishes him to a very large degree with what is by all odds his most profitable market, namely, his home market."

G. McLeod sang a comic song in good voice and, in answer to a recall, told a couple of humorous Irish aneedotes before contributing "an infliction of his own composition," as he styles his parodical

Wholesale and Retail Interests.

Harry Bedlington proposed "The Wholesale and Retail Interests" in the absence of Mr. Charles Kyle.

Mr. Bedlington told of the development of these interests and the difficulties of many Toronto travelers away back in the seventies who, when going out to meet retailers, were frequently told "Oh! We buy all our goods in Montreal and Hamilton, but not in To-It was a great pride and pleasure to know that rapid progress had been made by Toronto wholesale establishments, and, when traveling in Quebee, as he frequently did, to be informed that Toronto, commercially, had shown more expansion than any other city in Canada. He was pleased that the man, Mr. Blain, who had been selected to reply to this toast, was treasurer of the C. T. A. for seven years and was to-day now one of our merchant princes.

Hugh Blain, who was received with three hearty cheers, remarked that he had intended to speak along the lines of the toast, the importance of commercial travelers and the close connection between the wholesale houses and the men on the road, but he would not do so to-night as the hour was late. He would like to show that wholesale houses with commercial travelers were the best mediums of communication between producer and consumer, but would confine his utterances to the early history of the Association. Instituted in 1872, the first two or three years of the C. T. A. were a sort of go-as-you-please affair, and it was doubtful whether the Association was to be permanent or temporary. In 1875 the first financial report was pre-



ADAM TAYLOR, GUELPH,

Secretary-Treasurer of the Taylor-Forbes Co., Re-elected Vice-president of the Guelph Board.

sented and he was one of the auditors. The next year he was elected treasurer. They had strenous times in those days,

#### THE CANADIAN GROCER

but after seeing one secretary in exile, they had originated a system of safe-guarding the funds of the Association, which was still in use, and had paid out some \$500,000 in mortuary benefits and other expenditures. To-day the had a surplus on hand of over \$638,000.

Mr. Blain added that when he was first appointed treasurer there was \$6,000 on hand, and when he left the posi-



W. H. DEAN, HAMILTON, Of Wood, Vallance & Co., Again a Member of the Hamilton Board

tion seven years later, this sum had increased to \$75,000. He had still great interest in the Association, and in 1885 and 1886 had the honor of being its president. What was the secret of the success of the Association? It was undoubtedly due to the character and ability of the men who in years gone by had been prominently identified with it. In this connection he would like to recall such names as Warren Kennedy, James Patterson, Captain W. F. Mc-Master, J. C. Black, John Burns and others. One measure of real success and permanency was in securing special concessions from the railway companies. The Association has demonstrated its worth in protecting its own interests and there had been very few breaches of railway privileges. The discipline had been so perfect that any member found guilty has been expelled from the Association. By an enviable record along this and other lines the C. T. A. had built up a good permanent institution. In a reminiscent mood Mr. Blain referred to the successful and enjoyable banquets of the past when many citizens and leading gentlemen were present, the same as Hon. Mr. Graham and Hon. Mr. Hanna to-night.

"I will," he continued, "always have a warm spot in my heart for the commercial travelers and the Association and do all in my power for this organization. I congratulate you, Mr. President, on the success of your gathering and the splendid influence that the

C. T. A. is exerting. I believe every commercial traveler carries with him the honor and integrity of his house and that our great commercial interests are in sympathetic hands who will guard those interests faithfully and well. I shall always be glad to be of service to you and your Association."

Sister Associations.

John Gibson, the newly-elect President of the Association, had the honor of proposing the toast of "Sister Associations." Both the toast and the proposer were given a reception in every worthy of them. Mr. Gibson said that the Sister Associations were their best friends, and then he humorously added that Toronto travelers were like the city itself-they wanted the earth and all within its gates. Other associations were satisfied to keep the size of their centres but Toronto reached out and got all it could. The Toronto dinner was the real thing and the Association had compelled the city to build the Yonge St. bridge, to let the people live without paying taxes, and had granted to



W. J. MOODY, A Member of the Berlin Board.

Champion Tom Longboat a marriage licence. The Montreal Association was oposed to treating, smoking and telling funny stories, while the London Association never deviated from the truth. "But," he added, "joking aside, we are all members of one spotless body, and drummers. Drummers are the salt of the earth and, in the language of John Wildfong, we are the stuff."

With this toast were linked the names of S. R. Wickett and Wm. Gray. Mr. Wickett, who is President of the Commercial Travelers' Mutual Benefit Association, an office which he has held for four years, thanked the gathering for the honor in asking him to say a few words. He was especially pleased with the banquet and said that he considered it one of the most flashy occasions ever held. He has been delighted with the speeches of Hon. Messrs. Graham and Hanna and, before taking his seat, desired to speak a word on behalf of the Mutual Benefit Association. It has started with a dollar subscription, but now an assessment was made every two

months. The Mutual Benefit Association was closely allied with the president-elect, who was one of the directors of the institution and had helped to make it what it is to-day. It has advanced every year and had paid out half a million dollars and was now giving insurance at cost. He trusted that all the travelers would do all in their power to help the society along.

William Gray, former president of the London Association, bore fraternal greetings. It was no small distinction to have his name associated with the toast. They were all thrilled with Mr. Blain's address, and he congratulated the president on the magnificent success of the Association from the time of its inception down to the present. He also desired to felicitate the Toronto Association in having so many drummers, all engaged in the work of promoting good fellowship, and believed it would be a good thing for all the Sister Associations to get together every two or three years.

This ended the toast list and, as the enjoyable gathering was about to close, the knights of the grip did not forget to move a vote of thanks to those who had so generously participated in the programme and added to the mirth and festivity of the evening, as well as to the visiting speakers whose addresses were so much appreciated. J. J. Mc-Laughlin and P. A. Sommerville were the movers of the resolution which was received with unanimous approval.

The donors of the choice cigars-and



CHAS. C. SMYE,
Of Balfour, Smye & Co., Hamilton, a
Member of the Hamilton Board.

there were many of them—as well as the contributors of mineral water, shaving sticks, etc., were not overlooked in the rejoicing. Verily it was a night not soon to be forgotten and the happy assembly broke up with the singing of the National Anthem at-well never mind the hour.

#### Banquet Brieflets.

Things Looked Royally Blue at the head table, though none too Moody.

The coming election did not seem to ruffle Mayor Oliver's placidity and pleasant smile.

The grocery trade was honored in expresident Hugh Blain, whose speech . was full of good thoughts and sugges-

The useful souvenir handed to the guests by the John Taylor Soap Co., a nickeled box containing Taylor's Shaving Stick; was appreciated. The boys are all a clean lot and Taylor's suggestion was to keep so.

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The Starch interests were represented by Weir of the St. Lawrence Starch Co. and he did credit to the good things on the bill of fare. The Colonel was not in uniform but still looked a soldier every inch.

Oberndorfer wasn't smoking any but looked as if he would like to have done so-Fred, is always with the boys

J. Wagstaffe was right in the jam at the centre table and quite at home. He deserved to be as happy as he looked. His Christmas pies distributed to the deserving charities of Hamilton made thousands happy, but himself the most. The Maritime Provinces were in evi-

dence in the person of C. E. Davies of Ganong Bros., Ltd., St. Stephen, N.B.

Percy Eby always looks handsome and his cheerful laugh broke several glass dishės.

Bob Keyes is always the only Bob Keyes and a prime favorite-We were watching you Bob.

Corn Flakes were not toasted, but T. M. Sibbald was there for every toast.

It would not have been a travellers' banquet without Billy Hopgood-He's always a favorite.

Mr. Geoffrys, impersonation was a feature of the banquet-What a hand-some "girl" he was.

Mr. Karn's tricks were egg-cellent Fred Oppenheimer had an awful lot of things in that hat of his.

Lieut.-Col. John Stoneman, of Hamlton, a veteran knight of the road, has been endorsed by both the London and Toronto associations for the position which, it is expected, will soon be created by the Ontario Government as inspector of the hotels of the Province so far as their fire appliances and sanitary arrangements are concerned. Hon. Mr. Hanna, Provincial Secretary, intimated in his remarks that such an offi-cer would likely be appointed at an early date and, if Col. Stoneman is the man upon whom the work will devolve travelers may rest assured that all mat-ters under his jurisdiction will be faithfully and fearlessly looked after.

Arthur Hatch got 23 plus 1,000 votes for the Hamilton Board and the even thousand made all the difference between heading the poll and-skidoo.

W. H. Dean gave Arthur Hatch a close run for first place on the Hamil-ton board. He got second by 1006

votes, and H. T. Wright came along in fifth place. R. M. Stuart ran a good race for first vice-president, but was

defeated by a narrow margin.

George McQuillan, of the James Robertson Co., was on the job and was kept busy explaining that Tom was at installation of officers at Zetland Lodge-where water was more plentiful.

Arthur Hatch received many con-gratulations on heading the poll for Hamilton board. Arthur make both a good and a good-looking president.

#### List of those Present.

List of those Present.

President Lewis A. Howard; Hon. Geo. P. Graham, Minister Railways and Canals; Hon. W. J. Hanna, Provincial Secretary; W. K. George, S. R. Wickett, Mayor Jos. Oliver, Hugh Blain, W. J. Moody, Wm. Gray, H. Bedlington, Geo. W. Moore, E. Fielding, Col. Jno. Stoneman, Arthur F. Hatch, J. P. Balfour, Lieut.-Col. A. Wier, J. J. McLaughlin, W. J. Hopwood, A. C. Rogers, A. B. Baxter, Geo. McQuillan, W. H. Sheppard, J. V. McKie, M. Matthews, J. E. Robson, W. R. Edmand, A. Souter, J. Mortimer, J. A. Jamieson, Jno. Everett, J. W. Daniel, C. J. Tuthill, Robt. Keyes, Fred J. Freeman, L. M. Harris, A. D. Smith, A. R. Hewetson, W. M. Schiess, A. J. Wildren, D. Moody, J. A. Scythes, P. C. Knowles, W. J. Dore, F. A. Collins, W. J. Groff, H. Collins, L. W. Veale, A. R. Payne, A. W. Hutchison, A. J. Veale, R. M. Stuart, W. H. Dean, E. Zimmerman, L. Tafford, F. A. Jarvis, Geo. M. McGregor, T. A. Somerville, W. R. Madill, W. J. Micks, S. M. Sterling, R. Bert Smith, C. E. Davies, Chas. McWilliams, A. J. Quirmbach, U. L. MacPherson, Bert. R. Grosskurth, A. B. Walker, A. P. Inglis, Sol. Walters, E. J. Fallis, Chas. J. Wallace, R. E. Smith, C. L. Davis, W. J. Clarke, D. S. Little, T. R. Price, N. Inglis, F. S. Arntfield, W. G. Bailey, W. H. Scott, D. R. Hawley, Geo. Pepper, J. A. Vallary, Richard Ivens, A. J. Kipping, E. Laurence, Douglas McNair M. McNair, Jno. Homuth, T. C. Smith, Arthur S. Williamson, S. S. Holmes, Andrew H. Reid, A. H. Dixon, J. S. Lovell, Thos. E. Cuffe, C. K. Oakley, W. D. McRae, Jno. L. Upham, B. J. Hillory, J. D. Mills. O. R. White, W. H. Hill, W. E. Young, P. E. Robins, L. Quackenbush, C. J. Gibson, L. D. Floyd, A. B. Williams, G. M. Dent, T. M. Sibbald, A. B. Brooks, R. Pinchen, W. P. Eby, A. H. Simpson, J. Wagstaffe, and others. H. Simpson, J. Wagstaffe, and others.

#### MONTREAL EXCHANGE ELECTS OFFICERS.

At Annual General Meeting Last Friday. The Montreal Wholesale Grocers' Exchange held its annual general meeting on Friday, Dec. 18, for the purpose of receiving reports and electing officers for the ensuing year, the president, Jos. Ethier, being in the chair. The election of officers resulted as follows: President, Jos. Ethier; Vice-President, A. J. Corner; Treasurer, N. Gendreau; Directors, D. C. Brosseau, J. T. Lalonde, A. Robitaille, jr.

The president, Jos. Ethier, of Laporte, Martin & Cie, was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

#### M. P. CLEMES PASSES AWAY.

#### Toronto Wholesale Fruit Merchant Died Suddenly on Monday-A Familiar Figure on the Street.

Matthew Pope Clemes, senior partner of Clemes Bros., wholesale fruit and commission merchants Toronto, died rather suddenly at his home, 129 Jameson Ave., on Monday afternoon. He had not been feeling altogether well of late, but has been at the warehouse every day as usual. He went home a week ago Monday but his condition was not considered serious.

Death was caused by an arterial affection. The body was interred at Port Hope on Thursday.

The late Mr. Clemes was one of the most widely known men in the produce business in Toronto. For nearly twenty years he had been a familiar figure at the corner of Church and King Sts., where he attended to the buying and selling of the firm. He frequently made trips out in the country, visiting the fruit growers and shippers among whom he was as well acquainted as he was with the trade in the city. He was held in high esteem by his associates and was a prominent figure in the business

life of the city.

The house of Clemes Bros., wholesale fruit merchants, at one time consisted of M. P., J. P., W. H., and A. E. Clemes. J. P. Clemes died in 1898 and W. H. withdrew some four or five years ago, so that latterly M. P. and A. E. conducted the business. The death of Mr. Clemes is sad news to a host of customers, shippers, dealers and friends. He was 55 years of ago and leaves a widow, two sons and one daughter. Five brothers and a sister also survive. The brothers are W. H. and A. E. Toronto; G. H. and Charles P., of New York; and Howard, of Lindsay.

#### A NEW LOAF SUGAR.

The St. Lawrence Sugar Refining Co. of Montreal have placed on the market during the week a new loaf sugar "Crystal Diamonds," which is meeting with favor from the trade. The new article is said to be the result of nine months work and experiment, and is considered a triumph in the art of sugar making. It is in rectangular lumps of uniform size and has a sparkling brilliancy, which makes the name very appropriate. This new sugar is sold in boxes of twenty-five. fifty and one hundred pounds and in five pound cartons, twenty to the case, also in barrels and half-barrels.

The new sugar is of exceedingly fine quality and the aim of its inventor has been to produce not only a sugar of the highest quality, but also something that will add to the attractiveness of the teatable as a decorative article. The prices although slightly higher than any other sugar on the market, still allow good margin to the Retail Merchants, and a good demand has at once been experienced for this new line, and it will no doubt make a name for itself on the Canadian market.

#### THE CANADIAN GROCER

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN

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Atabek, London, Eng.

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511 Union Bank Bldg
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F. R. Munro
R. Bruce Bennett
1737 Haro St.
W. E. Hopper MONTREAL TORONTO WINNIPEG

VANCOUVER ST. JOHN, N.B.

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Agence Havas, 8 Place de la Bourse PARIS SWITZERLAND-

. Louis Wolf Orell Fussli & Co ZURICH

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

Published every Friday

#### DON'T LET UP AFTER CHRISTMAS.

Because Christmas usually brings an unusual volume of business, and because of the rush during the couple of weeks preceding, many merchants get the idea that business for two or three weeks afterward is bound to be dull, and relax all efforts to make it otherwise.

This is a serious mistake. People have to buy groceries just as well after Christmas as before, the holiday season is still on and big demands are still being made on the housewife's pantry. There may be a few special lines in which there is no demand, but as a general rule the same goods will be inquired for.

Do not allow the opportunities for brisk business to pass without making every effort to take advantage of them. Do not let your advertising drop, but keep it up just as actively as before the holiday, bringing out new lines if possible, to attract special attention. Don't leave your Christmas window display in for a month afterward. It may be very pretty and attractive, but its day is done and something more timely will serve a better purpose.

Special lines which many grocers carry as distinctively Christmas goods and which are not sold at any other time of the year should be gotten out of sight and their place filled with other goods which offer more timely suggestion. In merchandising timeliness is a

most important feature and the man who keeps his stock and store in line with the season will, other things being equal, occupy the first place.

#### WILL WELL REPAY YOUR INTEREST.

Entries are beginning to come in from different parts of Canada for the Grocer's Christmas contests, mention of which has been made in these columns for several weeks, and undoubtedly during the remaining days before the end of the year this number will be largely increased, while the interest manifested in these contests is gratifying, and is growing, it is not so widespread as it should be. Every subscriber should see his way to take part in either one of the contests.

The Christmas window dressing competition, divided as it is into two classes, with the idea of allowing a fairer opportunity to grocers in the smaller towns where facilities for window dressing are perhaps not so usual as in the cities, presents an excellent opportunity for grocers and clerks to measure their ability with that of their confreres in other towns. The expense of this is merely nominal, it being only necessary to send in a fair-sized photo of the Christmas window which every grocer worthy of the name puts in at this sea-

The advertising contest requires even less. Clip one or as many as you like of your Christmas advertisements from your local paper and send it in.

The prizes in each contest, while not large, are well worth an effort, and the suggestions arising from the contest alone should well repay the trouble involved.

Further particulars regarding both contests, which close on December 31, will be found in the advertising pages of this issue.

#### DESERVING OF INQUIRY.

For a long time The Grocer has endeavored to point out the seriousness of certain abuses incidental to the apple trade with Great Britain, which have, during the latter part of the season especially, been somewhat flagrant. It requires a long time to build up a reputation and a very short time to destroy it. For years the Department of Agriculture has given every assistance to the farmer, in educating him relative to the various tastes which he would have to cater to abroad, and then all this painstaking effort is likely to come to naught, owing to the cupidity of one or two avaricious shippers. The preparation of adequate facilities by the Government has involved expenditure for such things as cold storage

freight cars, cold storage compartments in steamers, and suitable docks where freight can be handled with the least possible delay. All this expense has been incurred in order that Canadian goods can reach the British market in prime condition. The farmers of Canada have taken advantage of these improved conditions, and as a result Canadian products have won an enviable position in the esteem of the English people. Once in a while, however, there is an occasional backslider found, who wants to palm off poor or bad goods, and that is why it is necessary for the country to pay for a small army of inspectors. A report to hand from Ottawa states that the Trade Commissioner of the Trade and Commerce Department in Birmingham came across a shipment of five hundred barrels of apples from a prominent Ontario shipper, all of which were rotten or half-decayed. In each case, however, the barrels were marked, "Not to be shipped," or "Falsely marked," but the Commissioner said: "It seems that the consignors collected in advance, and that the apples were thus sent forward." Here is a case that demands thorough investigation, the placing of the blame, and exemplary punishment. It is stated at the Fruit Branch of the Department of Agriculture that while the inspectors at Montreal have authority to stamp on the barrels, "Falsely marked," they have no right to add, "Not to be shipped," and it will be interesting to learn who affixed that mark, and how they came to be shipped after these brands had been stamped upon them. Here is a chance for the Department of Agriculture to do some effective reformatory

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#### PUT THE PROVINCE ON YOUR STATIONERY.

In these days of the rapid development of Canada, which is particularly noticeable in the West, where new towns are springing up every day, wholesalers are having some difficulty in keeping track of all their customers. This is particularly so when the latter's stationery bears no mark to distinguish the Province in which his business is situated. There are hundreds of little towns in the various Provinces of Canada with similar names, or again, towns which are so new that their situation is not yet familiar.

The suggestion has been made and it seems a good one from many standpoints, that merchants, particularly in country towns, should have the name of their Province on their letterheads, statements, envelopes, etc., as well as the name of the town. In the new towns particularly very few of the business men seem to have followed this course. It would obviate a good deal of confusion and be of benefit in many ways.

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## Markets and Market Notes

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

#### **OUEBEC MARKETS**

Montreal, Dec. 24.

POINTERS-Fish-Steady Butter—Weaker. Eggs—Firm. Provisions-Steady. Evaporated Apples-Scarce.

The week has been a busy one in retail circles and has been filled in by some of the wholesale houses for stocktaking operations. The latter branch of the trade report a falling off in the total in their turnover in the great majority of cases. There are, however, some particular branches of the trade which report a better year than ever, these unfortunately though are in the minority. Collections are said to be fair. Butter has, during the week, gone back to a reasonable level. Many have thought that the price would soon have to submit to a re-adjustment if trade was to continue with the greatest freedom.

Evaporated apples are scarce and this fact has firmed up the price a little. Beans have fallen off in demand during the week. The chief item of interest in this connection is the short weights which are being received by buyers here. Dried fruits are, with perhaps the exception of figs in ex-ceptionally good demand during the week. Other lines have not presented any remarkable changes during the week.

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SUGAR-The usual December lull has fallen upon the market. This, however, is to be taken as a comprehensive view of the market as local conditions are rather good for this time of the year. Reports from the primary markets indicate some weakness. New sugars are commencing to arrive, and it might be inferred that a decline was inevitable, but it must be taken into consideration that stocks are low. With these conditions it is too much of a speculation to express an opinion with regard to the

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SYRUPS AND MOLASSES-Retailers made increasing demands on the distributors during the week. This activity of the market has maintained prices at a firm level. Choice Barbadoes is in small supply, and strongly held. The week has also witnessed a good de-

cans have been in favor.

Sarbadoes, iu j										
	barrels									
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MAPLE PRODUCTS - Absolutely without any interesting features, and prices are unchanged.

Compound maple syrup, per lb	0	041	0 05	5
Pure Townships sugar, per lb				
Pure syrup, 831b. tin	0	60	0 65	š

DRIED FRUITS-Figs are not as active as they might be, but all other lines of dried fruits are moving well. Malagas are having a brisk sale. Stocks of Sultanas are moderate. The undertone of the market for cleaned currants is strong and a good trade in this line is passing. Other lines are steady at hanged quotation

unenanged quotations.	
F gs—	0 05
Dates— Hallowees, per lb	0 061
Malaga Raisins— London layers "Connoisseur Clusters"	2 26 2 50 0 75 1 30 4 75
"Excelsior Windsor Clusters" 2's	5 75 1 60 0 08
California Raisins—         6 10           Fancy seeded, 1-lb, pkgs         0 09           Choice seeded, 1-lb, pkgs         0 09           Loose muscatels 3 crown         0 08           4 crown         0 09	0 11 0 10 0 09 0 10
California Evaporated Fruits—       6 12         Apricota, per lb.       6 12         Peaches, "	0 15 0 15 0 14
Prunes 25-lb. boxes, 30-40s. 0.10 " 40-50s. 0.69 " 50-50s. 0.68 60-704. 0.09 Currants, fine filiatras 0.064 Patras 0.06	0 10 0 07
" Vostizzas 0 09	0 098

TEA-Owing to the close of the season prices for Japans remain steady and some wholesale houses report a specially good demand for this line during the week. Ceylon Pekoes, and Pekoe Souchongs, are in good demand also. Teas of other varieties are meeting with a fairly good sale. Prices remain as last reported.

Choicest	0 38	0 45
Choice	0 38	0 37
Japans-Fine	0 27	0 30
Medium	0 33	0 23
Good common	0 21	0 22
Common	0 19	0 91
Ceylon - Broken Orange Pe koe	0 20	0 38
Pekoes	0 19	0 90
Pekoe Souchongs	0 19	0 20
India-Pekoe Souchongs	0 174	0 18
Ceylon greens-Young Hysons	0 19	0 35
Нувопэ	0 18	0 30
Gunpowders	0 17	0 25
China greens-Pingsuey gunpowder, low grade	0 131	0 16
" pea leaf	0 19	0 27
" pinhead	0 30	0 45

COFFEE-The holidays are reflected in the condition of the coffee market.

mand for syrups. The smaller size of There is a predominance of demand noticeable for the better lines. This marks a change of front as up to lately, popularity for the cheaper lines has predominated.

Mocha.		0	184	0 25
Rio, No.	. 7	0	09	0 11
Santos	***************************************	0	18	0 15

SPICES-Peppers are firm owing to a stronger feeling in the primary markets. All lines are in a fair demand, taking into consideration the season of the year, which is generally a quiet one. Prices remain unchanged.

	Per	lb.
Peppers, black	0 16	0 20
white		0 27
Ginger, whole		0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground		0 25
Cream of tartar	0 25	0 32
Allapice	0 12	0 18
Nutmegs	0 30	U 60
Cinnamon, ground		0 19
" whole		0 16

RICE AND TAPIOCA-A better demand has been noticeable during the week for rice. This, however, is not of great magnitude, and the market regarded on the whole, is still quiet. Tapioca presents no new features this

Rice	g ade B,	bags 250 pounds	3 15
4.6	11	" 100 "	3 15
**	**	** 50 **	3 25
. **	**	pockets 25 pounds	3 30
**	**	pocket*. 124 pounds	3 40
**	grade c.c.	, 250 pounds	3 05
**	"	10 "	3 . 5
**	**	10 "	3 15
**	**	pockets 25 rounds	3 15
**	**	pockets, 12 pounds	3 25
Tapi	oca, medi	am pearl	0 05

BEANS AND PEAS-Many dealers are complaining of short weights arriving. This condition has been very pronounced, and the dealers are somewhat agitated, as some cars it is said, are short, as much as \$18 worth of beans. Locally, trade is not very active and prices remain the same. Peas are in fair demand at unchanged quotations.

Ontario, pickers	1 68	1 76
Peas, boiling	1 35	1 40

EVAPORATED APPLES of this product is reported by dealers generally. The result has been a firming up of the market. While a few odd lots may be purchased at 71 cents, 8 cents is being generally quoted, and in some cases even 81 cents is wanted. 

#### ONTARIO MARKETS.

POINTERS-

Sugar-Steady.

Table Raisins-None to be had.

Peels-Scarce.

Nuts-Short supply.

Teas-Firmer.

Business continues fairly good in the wholesale markets this week, though the most of it, of course, is of the sorting variety. Most houses kept their travelers out till Wednesday and the orders coming along seem to make it well worth

while. One or two houses are now sending their men out again at the end of the week, though this is exceptional. The business done has been mostly in seasonable lines, the staples being rather

The week has seen very few changes, both lines being steady at old quota-

SUGAR-The markets are very quiet with nothing of interest transpiring either in refined or raws. The only new feature during the week was the placing on the market by the St. Lawrence refinery of a line of lump sugar, "Crystal Diamond." This seems to be going very well with the trade. Prices of the new line are given with the regular quotations below:

	ps, in 50-lb. in 100-lb.	- 11				 . 5
**	in 2 -lb. be				 	 . 6
Crystal.	Diamonds,					
**	**		barrels.			
14.	11	box-s	s. 100 lbs		 	 . 5
**	41		50 lbs			6
	1.					
		F 11.	cartons.			
***	**	D-1D. (	cartons,	Doxes		
Lawre	nce granula nce Beaver				 	 . 4
ed parh nperial poadia gr	nce Beaver extra granu granulated. anuaced, (t	lated.	nd barrel	ls)	 	 4
ed pa h nperial p cadia gr	extra granu granulated. anusced, (t	lated .	nd barrel	ls)	 	 4 4
Lawre ed pa h nperial cadia gr	nce Beaver extra granu granulated. anunaced, (turg	lated .	nd barrel	ls)	 	 4 4 4
Lawre ed pa h nperial cadia gr	extra granu granulated. anusced, (t	lated .	nd barrel	ls)	 	 4 4 4 4 4 4
cadia er la lacebia.	nce Beaver extra granu granulated. anunaced, (turg	lated .	nd barrel	ls)	 	 4 4 4 4 4
cadia er la lacebra con con sur lacebra con	nce Beaver extra granu granulated. anusced, (t arg	lated .	nd barrel	ls)	 	 4 4 4 4
t. Lawre ed pa h nperial podia er lacebia conix.	nce Beaver extra granu granulated. adulaced, (t urg	lated .	nd barrel	ls)	 	4 4 4 4 4 4

SYRUPS AND MOLASSES-Little interest is displayed in bulk goods though there is some demand for proprietary syrups. Prices are unchanged.

TEA-Business contains quite active locally with a firmer feeling in lines of Ceylons, and Indias a little dull. A cable to a local broker during the week from Colorado via New York, announced an advance of two-thirds of a cent on Ceylons with firmer feeling in the lower grades.

COFFEE-Business continues active with no change in dealers' prices.

DRIED FRUITS-Several lines are running very short in local houses. Table raisins cannot be gotten at any price, peels are very scarce and nuts also are exceedingly short. Some houses are also well cleaned out of figs and dates. Business in these lines has been exceedingly good, rather better than was expected, and as wholesalers' purchases were smaller than last year the reason for the shortage is readily seen. Prices have not changed to any extent during the week.

0 091
0 181
0 08
0 081
0 07
0 124
0 14
0 17 0 20
0 08 0 12
0 091 0 04
0 03 0 04
0 031 0 041
zas 0 09 0 094
0 071 0 13
0 11 0 124
0 14 0 15
0 05 0 08
0 09 0 10
0 03 0 10
0 (9)
0 (8

Dates— Hallowees Sairs	0 05%	0 06	Fards	choicest	0 08		084
S airs	0 05		**	choice		U	071

NUTS-The demand has been excellent and some lines are entirely sold out. Prices quoted are as follows:

lmonds, Formigetta	
" Tarragona	
alnuts, Gren ble	0 141
" Bordeaux	
" Marbots	
lberts	0 10 0 12
ecans	0 16 0 18
razils	0 15
anuts	0 10 0 12

RICE AND TAPIOCA-There is very little demand for these lines at prices

					lb.
Ric	se, stand. B		 	 0 031	0 uc 1
Ra	ngoon		 	 0 034	0 032
Pá	tna		 	 0 36	0 054
Ja	pan		 	 0 051	0 061
	78				0 07
	(O				0 06
	d tapioca				0 06
Ta	pioca, medium	pearl	 	 	0 05

SPICES-Demand keeps up very fairly with a firm feeling in evidence in primary markets. Local prices have not changed.

Peppers, blk p re	0 14	0 20
white pure		0 30
" whole, tlack		0 19
" whole, white		u 28
Ginger		0 25
Çinnamon		0 40
Nutmeg	1 35	0 90
Cloves, whole		0 35
Cream of tartar		0 25
Allapice	0 16	0 19
whole		0 20
Mace ground		0 90
Mixed pickling spices, whole	15	0 20
Cassis whole	0 20	0 25
Cassia, whole	0 20	U 20

BEANS-The market is steady. Stocks are, so far as can be learned, only moderate. There is little demand local-

Beans,	hand picked	per bush	210	2 20
**	Lima, per lb		2 00	0 07

EVAPORATED APPLES-There is little interest manifest in this line at present and it is doubtful as to whether much stock will be brought in till after the holidays. Merchants are paying about 51e for sun-dried.

Evaporated apples	0 071

PROVISIONS—There is very little local demand this week for all kinds of cured meats, and prices, with the exception of a drop of half a cent on lard, are unchanged. Receipts of hogs are fair, and the outlook in the market more encouraging.

Long clear bacon, per lb	0	11		11
Smoked breakfast bacon, per lb				14
Roll bacon, per lb	0	164	0	11
Light hams per lb	0	134		15
Medium hams, per lb	•	104		13
Large have not lb	* *			
Large hams per lb				12
Shoulder hams, per lb	0	10		12
Backs, plain, per lb			. 0	16
pea meal			0	16
Heavy mess pork, per bbl			20	42
Short out, per bbl		• •		50
Tand therese has the			22	
Lard, tieroes, per ib	U	114	U	12
Lard, tieroes, per lb			0	12
			0	13
" compounds, per lb		200	0	8
Dressed hogs	8	95		75
	-	-	-	•
TATIONTALES ON 1 11				

BUTTER-The butter market continues to show weakness, and prices are from 1 to 2 cents lower, with stocks accumulating.

	D <sub>a</sub>	r lb.
Oreamery prints	0 28	U 29
Creamery solids	02.	0 27
Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 24	U 25
ordinary	0 22	0 23
" tuba, choice	0 2 4	0 23
Large rolls	0 22	0 23

CHEESE - There is no change in cheese whatever—very little attention is paid to this product at this time of the year when all eyes are turned to poultry and fruit.

Cheese.	large, twins.	prime .	 	 		 			• •				i	,	131	00	1	1	3

EGGS-These are firmer owing to out side orders. One car was shipped to Nova Scotia and several to the North-west this week. There are no changes in prices for local demand.

Strictly new laid, per dez	0	35	0	40
Select cold storage	0	27	0	28
Cold s orageLimed	0	24	0	25

HONEY-With the exception of small quantities of choice comb, honey is not receiving any attention during the hus-tle and bustle of the Christmas trade, and, therefore, no change in values is reported.

60-1b. tins			
Smaller sizes, tir s and bottles	0 104	U	12
s ombe doz	. 1 50	2	50

POULTRY—With only two days before Christmas there is a great deal of surmising about the supply of fowl, especially turkeys. So far all that came in have been picked up at what one of the dealers thought, unreasonable prices, running from 18c to 22c wholesale. Some are thinking that the birds are not in the country, that the stock is away below the expected crop, and that the supply will not nearly meet the demand. Others, again, reason that as Christmas comes on Friday, farmers did not kill till Monday of this week, and consequently the great bulk is still to arrive. With fair calculations on the stock on hand and even if 10,000 birds would arrive yet before Friday, it could not very much affect the prices, and, therefore, it is likely all have to pay a high price or do without the usual Christmas turkey.

Spring chickens, per lb, live	0	11	0 13
Spring chicken, dressed			
Hens, per Ib., live	U	08	0 09
Hens, per lb., dressed	0	10	0 11
Young ducks, per lb., live	0	11	0 12
Ducks per lb., dressed	0	13	0 14
Turkeys, per lb , dressed	0	18	0 22
Geese, per lb., dressed	0	11	0 12

#### CANNED GOODS

MONTREAL-Dealers report fruit and vegetables in good demand. Fish lines are not quite as active, with the exception of salmon, as they have been for some time. Canned meats are selling better although there remains plenty of room for improvement still in these

TORONTO- Business in peas, corn and tomatoes continues surprisingly good, though other lines are rather neglected this week. The steadily continued demand seems to be due to the fact that retailers bought less heavily on future than formerly. The lower prices this year are having a stimulating effect on consumption.

#### WILL CLOSE NEW YEAR'S.

Owing to the holiday of the New Year falling upon Friday, Hudon, Hebert & Co., and Laporte, Martin & Co., Montreal, will close their warehouses Thursday night, December 31, and remain closed until Monday morning, Jan. 4.

A. H. Brittain, of A. H. Brittain & Co., was in Quebec for a few days last week.

## News of the Canadian Grocery Trade

#### Maritime Provinces and Quebec

Death of Prominent Manufacturer in St. John—Canada's Trade With Africa Developing—Christmas Business Good in Halifax.

#### ST. JOHN.

December 21.—During the past week business has shown quite an increase with the retailers, while the jobbers are having it a little easier as is expected at this season. There has been no change in prices to any extent. All indications point to a good Christmas trade for the retailers. The show windows in all the stores are looking very attractive.

Herbert H. Stewart, of Montreal, traffic manager of the Canada-South Africa service of Elder, Dempster & Co., is in the city in connection with the sailing of the Yola, the first steamer of that line, which is now loading here.

"Canada's trade with Africa," said Mr. Stewart, "in spite of the fact that the importations into Cape Colony show a slight decrease, due to the large exodus of population that has taken place, is, on the whole, increasing very materially. The falling off in the exports of Cape Colony has been offset by a considerable increase in exports to Natal and the Transvaal. The steamship Yola, which is now in port, will take out more than 45,000 sacks of flour, or, roughly, 2,000 tons, nearly all of which is being shipped by Canadian mills. During the past 12 months we have carried forward, on the steamers employed in this service, approximately 450,000 sacks of flour, 90 per cent. of which came from Canadian shippers." Asked if Africa took much Canadian produce, he said: "Yes. apples, cheese, butter, bacon, etc., and on our October and November steamers alone we had upwards of 4,000 barrels of Canadian apples, which are taking well in Africa. Shipments of bacon and all other frozen meats, however, have fallen off a bit during 1908.

"We have been doing a good deal toward interesting Canadian manufacturers in Africa, and Sir Alfred Jones, the head of our firm, has authorized us to offer free trips to Africa to bona fide representatives of Canadian houses who are anxious to introduce their goods in the African market. This offer carries with it the free carriage of whatever samples these representatives might wish to take with them. I think this is conclusive proof that Elder, Dempster & Co. are ready to do all that is possible to promote trade between Canada and Africa."

F. Maclure Scianders, formerly of this city, and now commissioner of the Board of Trade of Saskatoon, arrived in the city last week. Mr. Scianders has been visiting several American cities on

Board of Trade business, and is making a short visit to St. John by the way.

He reports that everything is progressing well in the Saskatoon district and that wholesalers and manufacturers are now going rapidly into the city and the surrounding territory, following the opening up of the country by railroad facilities and the springing up of new towns and villages of which, he says, there are now 156 in the region immediately tributary to Saskatoon.

Bayard M. Armstrong, traveler for T. H. Estabrooks & Co., was married in the Baptist Church in Annapolis, N.S., on Dec. 16, to Miss Lulu Clark Bishop.

Jarvis W. Arnold, Maritime representative of John W. Taylor & Co., Toronto, is to be married on Dec. 30 to Miss Hallett, of West Somerville, Mass. A complimentary dinner was tendered him by a number of friends in the Park Hotel last week.

John Avery, who for some years conducted a fish business at Lancaster, St. John, died Dec. 11 as a result of a paralytic stroke. He was about 60 years of age and unmarried.

One of the best-known and most highly esteemed citizens of St. John passed away very suddenly on Friday, Dec. 18, in the person of T. S. Simms, head of the firm of T. S. Simms Co., brush and broom manufacturers. Death came with great suddenness, as Mr. Simms was ill only about half an hour. He awoke about 5 a.m. complaining of a distress about his chest, and half an hour later he was dead. He was foremost in the business community, a leader in church and missionary work, and a large giver to charity. Mr. Simms was born near Portland, Me., in 1845. He came to St. John as a commercial traveler, having been associated in Portland in the brush and broom manufacturing business. In 1872 he purchased the brush and broom business of John Murphy. The business was incorporated in 1895 as T. S. Simms & Co., Ltd., and in 1902 the company moved into their present fine new building. Union Street. Mr. Simms was a member of the Board of Trade and the Canadian Club, and was one of the foremost members of Germain Street Baptist Church.

#### HALIFAX.

December 19.—The Christmas trade is now in full swing, and the retail grocers report business brisk. Collections are a little slow just at the present time but they average about the same as last year. Prices are pretty steady. Some of the retailers have made big cuts in the price of several articles. Sugar is made the leader, and Austrian granulated can be bought for four cents per pound, and pulverized three pounds for 25 cents. There is no money for the grocer in selling sugar at these prices, but the cut is made for the purpose of catching trade, and it has resulted in increased sales in other lines.

Sales of apples locally are very heavy, and good fruit is in demand for the holiday season. No. 1 fruit is selling from \$3 to \$3.50, the choicest Kings and Spies bringing the latter price. Oranges are in good demand, and the market is well supplied with splendid stock. Floridas are quoted at \$3.25 per case; Jamaicas, re-packed, at \$4.50; Valencias. \$3.50 to \$4.75, and California navels from \$3.25 to \$4.75. Lemons are quoted at \$5.50 per case, and Almeria grapes, \$4.25 to \$5 per keg.

freight discrimination against Halifax, discussed at a recent meeting of the Board of Trade, is 2s 6d per ton, as compared with St. John. Both the Allans and the C.P.R. are under contract for the carriage of freight. The mail steamers of the C.P.R. do not land cargo here but the Allan line steamers do. The eargo for Halifax is carried on the C.P.R. mail steamers instead of on their eargo boats, and is landed at St. John and forwarded here by rail. The rail carriage is the C.P.R.'s excuse for the extra charge. The Allan steamers land the cargo here and the question is why should that eargo pay 2s 6d per ton more than the eargo which the steamers earry on to St. John hundreds of miles further?

All the confectioners are carrying unusually heavy stocks this season in anticipation of a large Christmas trade. These goods consist principally of chocolates in fancy boxes, and are mostly of Canadian manufacture. Heretofore large quantities of chocolates have been purchased from American manufacturers, but this season the Canadians have got on the inside track. The druggists, who, in the past, handled the American goods, have also stocked up with the Canadian.

Preparations are being made here to ship grain to Mexico. It is some years since grain has passed through the elevator here, but the shortage of wheat and the reduction of the duty by Mexico has caused the activity. The Mexican steamers, which sail direct from Halifax, always take large cargoes of goods.

Smith & Proctor have taken over the agency of the Acadia Butter Company, of Wolfville, which has been held for many years by J. L. Archibald & Son. The creamery butter manufactured by

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this concern is always in good demand, and there is no difficulty in disposing of the output. Ald. N. B. Smith, of Smith & Proctor, has been appointed a director of the Union Bank of Halifax.

Poultry for the Christmas trade is now coming in. The stock is of excellent quality, and it is likely that there will be a good demand for it. Nearly all the poultry coming in is from Nova Scotia and Prince Edward Island. Turkeys are quoted at 16c, and geese at

New Brunswick parties have made a proposition to the Board of Trade for the establishment of a large cold storage plant here. There is now a movement on foot to enlarge the present cold storage building. The lobster season in Nova Scotia was opened this week, and

crates was sent from Yarmouth to Boston.

#### MONTREAL.

the first large shipment of five hundred

Dec. 22.—All the grocers, provision and meat stores are resplendent in their holiday attire. Many novel and interesting windows may be seen around the city, and the spirit of the holiday season is everywhere obvious.

W. R. Webster, Sherbrooke, was in Montreal for a few days last week.

George Lloyd is again managing the grocery department of W. H. Seroggie's departmental store in Montreal. "George" has been missed from the big uptown store, and will be welcomed back by his numerous friends.

D. F. Carter, representing Thos. J. Lipton in Quebec Province, returned to Montreal from a successful trip in the Eastern Townships last week.

J. Mitchell Jones, Montreal, manager of Andrews, Gillespie & Co. rice and tapioca importers, left last week for St. John, N.B., from whence he sailed for

the Old Country.

Lieut.-Col. F. S. Meighen, of the Lakeof-the-Woods Milling Co., returned last week from a trip to Europe. Col. Meighen, in an interview, talked interestingly of his trip abroad. Being a military man himself he was much interested in military conditions existing in Europe. While in England he visited the House of Lords, and was fortunate enough to hear Lord Roberts' address, on the military unpreparedness of England to cope with an attacking party. Col. Meighen spoke of conditions in other countries of Europe, especially France and Italy.

Alf. A. Collins, 525 St. Antoine St., opposite Vinet, is advertising a fire sale of groceries. His ad reads as follows: "Fine stock of groceries. All goods must be sold below cost. The store must be ready for repairs by the first of the month. Just slightly damaged by water. Give me a call for your order. No telephone calls."

R. J. Davis, of Western Grocers, Saskatoon, has been spending a few days in town in the interests of his firm.

A local grocer whose store presented an unusually neat appearance, was ask-

ed by a representative of The Grocer how he maintained this order and he said in reply that it could be accomplished by preparing for the reception of goods in advance and the incorporation of a rigid system in his business. Certain shelves were allotted for certain purposes and these goods were never permitted to overflow into adjoining shelves to the disadvantage of other goods. The excess stock was kept in the back store in many instances in the boxes in which it came and the boxes were arranged in such a way that they were always available. The grocer, or in fact the business man who scatters his goods around in an indiscriminate way never has a tidy looking store. The back store should receive more attention than it generally receives so that the usual chaos may be turned into order. The grocer in question dwelt on the importance of a system and pointed out how it was difficult sometimes to start but when once instituted was invaluable.

One of the oldest business men in Montreal passed away last week in the person of James Williamson, president of the James Williamson Warehousing Co., Limited. He was born on August 16, 1824, at the "Barr," Sanquhar, Scotland, and came to Montreal in 1843. His first position was with the old firm of Logan, Cringan & Co., the former being a brother of the late Sir William Logan, a lifetime friend of Mr. Williamson. He was for over sixty years in business in Montreal on his own account, and his fine personality and genial cheery manner endeared him to several generations of business men with whom he came daily in contact as an ever-interested member of the Board of Trade, and the Corn Exchange Association.

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#### Western Canada Notes

A New Wholesale Grocery Projected in Nanaimo—Canning Factories Increasing—Christmas Business Encouraging.

#### VANCOUVER.

Dec. 19.—The Crown Broom Works, of this city, has a display of its wares in the window of the Tourist Association on Granville St., and is offering \$10 for a suitable name for its brooms.

Arthur Brenchley, manager of F. R. Stewart & Co., is still laid up with an injured knee. While able to get down to his office, Mr. Brenchley is unable to walk around, and the doctors say it may be several weeks before he can again

use his leg freely.

There is talk among the Nanaimo grocers of establishing a wholesale business in that city, as a result of the refusal of the C.P.R. to give a reduction in freight rates between Vancouver and that city. Nanaimo does a large wholesale business with Vancouver, the steamer Joan operating between the two ports. A week or two ago, a deputation of Nanaimo citizens waited on the C.P.R. officials here and as a result a reduction in passenger rates was announced. With a wholesale business established in Nanaimo it is hoped that a saving of rates would be effected that would be considerable.

Last Monday, Stevens & Allan, grocers of Kamloops, celebrated the fifth anniversary of their opening in business in that city, and to mark the event a useful momento was given to each housewife who visited the store on that day. They started on Dec. 14, 1903, and are the oldest firm in that particular line of business there, with the exception of the Hudson's Bay Company.

George E. Winkler, who has come to the Coast from Penticton with the special object of placing canned goods on the market here, complains that the rates from Penticton to the Coast are only a little higher than those from the East to the Coast. The interior canneries are increasing in number, and as the output is getting to be more than can be consumed in the district round about, the market in Vancouver and Victoria is being reached for, as well as for that in the Northwest. The rates, however, are proving a bar. Mr. Winkler reports that a second cannery is going up at Kelowna, and another large cannery will be built this winter at Summerland. The Penticton cannery is also enlarging its capacity.

F. J. Hart & Co., of New Westminster, received this week an enquiry from W. N. White & Co., New York, one of the largest apple handling firms in the world, asking for information as to any local grower who is prepared to ship apples in quantities.

Another feature in connection with the apple trade is that the Victoria Fruit Growers' Association has sent 100 boxes to Japan, to be followed by an equally large shipment to China, where they will be introduced to the leading houses by H. Donkin, personal representative of the association. It is an indication of the extension of trade along this line.

#### TRADE NOTES.

Temple & Hickman, grocers, North Vancouver, have dissolved partnership. The business will be continued by Mr. Hickman.

Connors Bros., Black's Harbor, N.B., packers of Bunswick brand sea foods, have just issued a very neat calendar for 1909. It is a credit to the firm.

John Dickey, of Dickey & Co., Pickering, Ont., was a caller at the MacLean Publishing Co.'s Toronto office on Friday of last week. Mr. Dickey showed his appreciation of the MacLean papers by leaving subscriptions for The Canadian Grocer, Dry Goods Review and Busy Man's Magazine.

#### From Ontario Correspondents

Chatham Grocers Are Selling Flowers With Good Results—Guelph Grocers Distributing Calendars—Hamilton Interested in Mayoralty Contest.

#### CHATHAM.

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December 22.—Everything on King Street to-night—and, for that matter, anywhere business is transacted—looks bright, Christmassy and attractive. While in other years individual merchants may have made more magnificent displays, probably never before have all the merchants as a whole come up to such a high standard in tregard to Christmas decorations. And the grocers this year are doing exceptionally well, the window displays being particularly creditable.

Reports as to the extent of Christmas business this year vary considerably. Last Saturday is reported by some merchants to have fallen short of the Saturday before Christmas, 1907, and by others to have come up to it. Of course, the Saturdav this year was followed by four shopping days where last year it was followed by only two. This year huyers have held off till the days immediately preceding Christmas. Business on the whole has, however, been excellent.

Wm. Anderson, this year, is featuring flowers. He has the city agency for W. McKenzie Ross & Sons, florists. Asked what he thought of flowers as a side line, Mr. Anderson expressed himself as well satisfied. "I think I have sold enough to make it worth while." he said. It may be added that the flowers, in addition to their value as part of the stock in trade, add much to the attractiveness of the store. A prominent feature of Mr. Anderson's window these days is a lemon tree with full grown lemons, which has attracted much attention.

H. Malcolmson, all the year round, makes a special feature of his candy department, devoting one of his two big show windows to it. This Christmas a great deal of room is being given to the candy display. Mr. Malcolmson has found this line of the business a very good one.

An attempt was made to burglarize R. McConnell's store at North Dresden one night last week, the glass in the door being broken. The burglar evidently thought that all that was necessary was to spring the latch, but fortunately there was a second catch lock beyond reach

bevond reach.

David Young, of Comber, opened a new butcher shop recently, and is handling a full line of fresh and salt meats.

C. Nottingham, of Ridgetown, has opened a butcher shop in the east end.

R. I. Weaver, who has for several means a superior several experiences.

R. I. Weaver, who has for several years past conducted a combined grocery and meat shop at the corner of St. Clair Street and Grand Avenue, last week made an assignment to W. G. Burrows. The creditors' meeting will be held here on Dec. 28, and the date of distribution has been fixed at January 10. Six groceries in one block, and that a pretty short one, and two other butcher shops as well, made competition in Mr. Weaver's vicinity pretty keen. It is thought, however, that his embarrassment is merely a temporary one.

Bell River has a new butcher shop. Denis Marantette, formerly of the Commercial Hotel, has opened up business in the Lesperance store on Main Street

There was plenty of poultry on the market last Saturday, but prices ruled pretty high. A buyer stated a couple of days ago to the Grocer representative that the high prices were due to the fact that poultry came in about two weeks later than usual. Dealers became scared lest the supply might be short, and consequently boosted prices, with the result that to-day prices are stiff, and will probably continue so till after Christmas. There is plenty of poultry in the country, however. Eggs are still away up, bringing 30 cents a dozen right along. Butter on Saturday represed from 23c to 25c a pound

with the result that to-day prices are stiff, and will probably continue so till after Christmas. There is plenty of poultry in the country, however. Eggs are still away up, bringing 30 cents a dozen right along. Butter on Saturday ranged from 23c to 25c a pound.

Deliveries of hogs in this section continue quite large. For dressed hogs on Saturday prices ranged from \$7 to \$7.20 per cwt. Live hogs sold here for \$5.75 and in some cases \$5.80, though dealers outside the city paid \$6. As showing the healthy state of Kent County porkers, out of over 6,000 carcasses inspected at this point only two showed traces of disease, though a number of others had to be turned back because the farmers had not complied with the inspection regulations by leaving the organs intact.

#### GUELPH.

December 22.—A case of a poor family in distress in the lower end of the city was the means of showing us that some of the many acts of kindness done by travelers are bound to come to light. The large-hearted gentleman this time is R. Pratt, traveler for Red Rose Tea in this district. Seeing the account in the evening papers here and finding out that James Gow, the Ontario Street grocer, was the nearest, he telephoned early next morning to Mr. Gow and had an order of groceries sent to the family.

"Give me a calendar, please," is the cry from nearly every girl and boy coming into the stores these days, and some older people also are great at getting a collection. It is sometimes hard to discriminate who should get one, but one grocer says, "Ask for a calendar when you are giving your Christmas order," and he has, no doubt, found that it pays, Many and numerous are the variety this year and each one thinks he has the best. Some are trying as an experiment this year the idea of not giving any at all, and we will be pleased to have a report from them after the Christmas rush is over as to whether it is a success or not.

The Retail Merchants had a meeting

The Retail Merchants had a meeting last week and appointed committees for each ward in the city to see that first-class men from their point of view were brought out as aldermanic candidates.

class men from their point of view were brought out as aldermanic candidates. Doughty's feed store has a miniature mill and water wheel in full blast advertising Tillson's rolled oats this week, which is drawing a great deal of atten-

tion. The idea is all right, and with a little touching up would be a fine window

Three days more to finish up the great rush. All hands are on the job in all the grocery stores.

Now that the winter fair is gone for this year, what is the matter with the retail merchants joining hands with the winter fair board and getting the new armory almost adjoining and holding a local pure food show at the same time next year, or during the summer months if thought best? While the June excursions are on is a good time.

The market Saturday was a hive of hustling, bustling humanity, and the animation spread throughout the streets into the business section, which was filled with busy shoppers all day. The big winter fair building, which is used as an inside market, was not large enough to hold the crowd. A trade is being done which makes many of the grocers smile with pleasure. It really was the Christmas market and the busiest shopping day of the year in the city stores. The farmers were so numerous that many could not get into the building at all. Prices, however, kept very high and everything was bought up pretty rapidly. Poultry was plentiful and brought good prices throughout. Turkeys sold at from 15c to 18c a lb., with 16c the ruling price; chickens from 60c to \$1.25 a pair; geese, at 9c a lb. Eggs still keep up, 32c to 35c being paid. Butter also maintained the big price of 30c to 35c a lb. Potatoes were 50c to 60c a bag, and Spy apples \$1.25 a bag.

#### HAMILTON.

December 22.—The grocers were busy last week dressing their windows, and some of them are decidedly handsome, and would be well worthy of a place in The Grocer's competition. The stores are all open at night, and are being admired by the public. The Christmas window has become quite an adjunct to the grocery business, and it is a great mistake for any grocer to think he can get along without a judicious display. Of course, it costs some money, but it is well spent. It is a fine advertisement and gives pleasure to hundreds of children, and a lot of adults enjoy the sight as well, and tell their friends not to forget looking at Grocer So-and-So's window. Hundreds of dollars worth of goods are sold at this season through the help of the window. A little bit of wreathing and some bright holly makes the old store look like a new one.

The Mayoralty contest here is going to be a close one, and, as both candidates are old friends of The Grocer, they are found lining up for the election in opposing camps. One of the candidates is "Bill" Bailey (not he of the famous song), the man that made and sold Gold Medal flour, and through business relations he is 'highly esteemed by the trade. His opponent is "Jack" McLaren, late of the Hamilton Coffee & Spice Co., hail fellow well met, liked by all, and when he puts on the kilts, just about the handsomest officer of the 91st Regiment. The average grocer, like the swain in the song says, "How happy with either were t'other dear charmer

away." Whichever wins, Hamilton will have a good Mayor for 1909, and the grocers will be able to say that a good friend is Chief Magistrate of the city.

Some Christmas goods have been running pretty low with the wholesale people. All kinds of nuts, Sultana raisins and peels are about sold out, and inquiries are being made in New York and other places to pad out the scarcity.

#### ST. CATHARINES.

December 22.—The last Saturday before Christmas was a busy one for the merchants here, and showed up well in comparison with last year. The market was not equal to expectations, either in number of buyers or sellers. Butter was easier in consequence, the best dairy selling by the basket at twenty cents per pound. New laid eggs were more plentiful and sold from 30c to 35c. Turkeys were not very plentiful, and sold rapidly at 20c and 25c per pound. Ducks sold at 75c each, geese at 14c per pound, and chickens at 10c and 12½c.

A. Foster & Co. have put in an attractive display of nuts, candies, figs, dates and other Christmas fruits. Fresh holly is used liberally and gives the display a very attractive appearance.

McLean Bros. have a Christmas display of candies that shows up well.

At this writing the final Christmas displays are now all ready and nothing remains but the final rush of Christmas orders. The stores will be open evenings all this week to accommodate these who are unable to shop during the day.

Christmas Day—forget your business, keep closed all day, and have a merry, merry day with the folks at home. Merry Christmas to you readers is the wish of the St. Catharines correspondent.

#### INGERSOLL.

December 22.—That Christmas Saturday gives an impetus to commercial activities that is not equalled at any other time of the year was evidenced by the thronged state of the market, the streets and the stores last week. In the influx the merchants saw the realization of months of anticipation and painstaking preparations, and when at the closing hour the cash registers revealed their contents the merchants must have smiled audibly. Nothing is now heard of the money stringency and the people who came to Ingersoll to do their Christmas shopping went about it leisurely, spending most of the day at the task, and spent their money with that satisfied, indifferent air, which intimated as much "that they had saved for the occasion." In practically every store the staff was enlarged, yet there were times when it was almost impossible to cope with the shoppers. There was probably not a merchant who was not fully satisfied with the result of the day's volume of business. It was particularly noticeable that many of the shoppers bought articles of a high quality and expensive nature, which is one of the best indications that times are good.

If there was any disappointment whatever in connection with the business of Saturday it was occasioned to

those who were compelled to pay sixteen and seventeen cents per pound for turkey instead of a shilling, as they supposed the price would be. This favorite Christmas fowl was offered in plentiful quantities, but the vendors seemed to have come to a "dead set" as to the price and so far as could be learned not a solitary bird went below sixteen cents. When the market first opened many would-be purchasers were inclined to hold off with the hope that prices would take a decline. This, however, did not happen, and much against their will and judgment they were obliged to pay the price asked. Other prices were as follows: Geese, 9 to 10 cents per pound; chickens, 70 cents to \$1 per pair; eggs, 27 to 30 cents per dozen; ducks, 10 cents per pound; butter, 25 to 28 cents per pound.

#### LONDON.

December 22.—Wholesalers report trade looking up, and payments very good. Prices of staples show little, if any, change. The travelers will all be in on Wednesday night and remain in until after New Year's.

Many of the grocers' windows have been very prettily decorated for the Christmas trade, and present an attractive appearance.

Taken altogether, London merchants have little to complain of in this year's Christmas trade. Some report an actual improvement over last year. Saturday last was a busy day in all lines of trade, and with the splendid winter weather we are having this week, should prove a banner one.

Up to the present the delivery of turkeys here has been as large as usual. Prices on Saturday took a jump to 16c per lb. The manager of Flavelle's yesterday said his firm had thus far handled about 50,000 birds and had shipped probably half the number out of the city. The quality of the birds this year is superior to that of a year ago.

The price of California oranges has advanced 50 cents per box, the reason being the unlooked for demand. Mexican fruit remains unchanged. As it is, however, oranges are a cheaper fruit just now than apples, the best qualities of which being \$3.50 to \$4 per barrel.

The Canadian Packing Company, whose plant in this city was destroyed by fire some months ago, has leased the building in which it carried on its business in Port Huron to the St. Clair Packing Company. It is impossible to say what effect this will have upon the work of the company in this city. Not until the manager has heard definitely from the directors in England can the officials here do anything in the way of re-building.

#### OTTAWA.

December 22. — The fact that Ottawa and Hull are so closely situated, though in two different Provinces, has brought some interesting developments recently, when it is noted that Hull merchants and bakers can come over to Ottawa and do business, while Ottawa mer-

chants who wish to ply their trade in Hull have to pay a tax. This matter was brought up before the National Trades and Labor Council recently, with a view to having a by-law passed imposing a yearly tax of \$100 on any outside bakers coming into the city and selling their bread.

The Ottawa Women's Christian Temperance Union are after the grocers who sell hard eider, so it's up to the boys to have a taste of their own goods now and again and see that it does not contain over  $2\frac{1}{2}$  per cent. alcohol.

That the local merchants consider Christmas much more than a name is evidenced in the elaborate preparations which they have made for the festive season.

Winter has quite set in at the Capital, and business men rejoice in the fact that it means increased business for them. Good sleighing is the result of the recent snowstorm, when some 15 inches fell and the settled cold spell will create a demand for winter merchandise. The citizens are beginning to realize "The Christmas Spirit," and the streets and stores are daily thronged by an eager shopping crowd. It is quite noticeable this year that housekeepers are buying their supplies early, which is gratifying indeed to the grocer.

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New-laid eggs are retailing at 70c per dozen, and the supply cannot cope with the demand. That's going some, eh?

The writer has had considerable experience in trying to keep single glass free from frost in winter time, and has found that the only way in which to keep the window from freezing up is by the use of an electric fan, set some two feet from the glass, and so as to allow the stream of air to strike the glass at an angle of about 45 degrees.

#### STRATFORD.

Dec. 22.-This year's Christmas market was well attended, and from the large number of fowl bought indications point to the fact that the citizens are going to partially subsist on turkeys. geese, ducks and chickens for at least a week. In almost every case the birds were fine specimens. The price of turkeys remained the same as during the past two weeks--14c to 15c per lb. The beautiful weather, together with the excellent sleighing brought a large number of farmers to the city, and trade has improved wonderfully in all lines. There were several hundred sleighs on the market, each and every sleigh or cutter being heavily laden with some kind of Christmas produce. The Christmas market in Stratford is always an event worth special mention and this year's was up to the average. The farmers were gathered together in little groups discussing every imaginable topic and the utmost good feeling prevailed everywhere. The German and the Danish, the Scotch, English and Irish all joined together in Christmas spirit. No indications of financial depression were noticeable and the general impression is that there will be a

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good-sized market for Tuesday and Thursday.

Christmas shopping is in full swing. Every store is crowded with shoppers, who are getting down early to pick out the good prizes before they are all snapped up. The merchants are well satisfied with business; in fact, it is better than the majority of them expected. People are buying more liberally than last year and are also purchasing a better class of goods. If the weather man only behaves all will be well.

The Retail Grocers' Association seems to be doing good work in London these days. Your correspondent there mentioned in last week's Grocer that the association had arranged matters between price-cutters and had sent a deputation to biscuit houses and local mill ers to obtain an even wholesale price to all retailers. My! Business must be nearly all sunshine there.

Stratford merchants could learn a good lesson from this. Just now some are cutting prices on potatoes, coffee, shelled nuts, candy and nuts, and so the merry war goes on, and the public is reaping the benefit. It would take a very live association to pacify the price-cutting element in vogue here at present, although a few years ago we had one which was very successful for a time.

There were some mammoth oranges on display in some of the stores here this week. Your correspondent measured one of these and found it fourteen inches in diameter. Ten cents each was the price asked for these giants. We have seen some large grape fruit this year but none can equal the size of the oranges.

#### KINGSTON.

December 22.—Lipton's jams, jellies, teas and coffees were liberally dispensed by a demonstrator last week at James Redden & Co.'s store. The cold snap makes such benevolence very acceptable.

Marshall Reid has ordered a cutter from Brockville, not to cut prices, but to carry orders.

The wholesalers from past experiences will not be caught again this year with an overstock of raisins and figs, which, being kept over, are sold for jams and mince meat at an enormous reduction.

Robert Sutherland, son of Malcolm Sutherland, senior member of the Fenwick, Hendry Co., wholesale grocers, is one of the biggest stamp collectors in Canada. He has been at it since he was in knickerbockers. Robert looks after the firm's interests in the city and he has few superiors as a salesman.

Alderman John Carson, son of a grocer, is one of the most practical and ablest city fathers our city possesses. His latest effort to remodel and make good roads is receiving favorable comment from all, but especially those who own horses and rigs. He proposes to make the centre of the roads with tar macadam. I hope he will not be hampered in his good work by his fellow colleagues, for the present state of our streets is responsible for a good deal of comment from drivers.

Large shipments of Jacob's Irish biscuits have come in for Christmas trade. The Munroe doctrine is in evidence for Jacobs' biscuits have come to stay.

A. Maclean's wholesale grocery and pork packing establishment had a close call from the late fire, which swept the Wormworth piano works and W. G. Craig's wholesale grocery. It's an ill wind that blows nobody good.

Kingston merchants have made unusual preparations for Christmas trade, and some fine window dressing was done. Good window dressers are scarce at present. It's a trade by itself and there ought to be good money in it for a man to go around fixing up show windows. Window dressing takes time and thought and the ordinary man can't leave counter work to attend to it properly.

M. Wartelsky's assignment at Coldbrook was a surprise to many dealers here, as he was looked on as doing a big and careful trade. Dealers too anxious to do trade trust out too much. Isn't it funny how much a grocer will give out in goods to a man, and if the same man tried to borrow in cash he would soon get snubbed. What are goods but cash?

The latest sweet bit out is McLaren's "Peanut Bobs." Peanut butter is increasing in demand.

The W. J. Crothers Company have been working night and day trying to keep up with orders for Christmas candies, chocolates, cakes, etc. They are turning out some fine lines this year, also sending out a beautiful calendar. The ladies of Kingston are interesting

The ladies of Kingston are interesting themselves in the garbage question, where to put the refuse and how to dispose of it. Grocers are interested, as they have tons of rubbish to unload every week.

About 5,000 cases of tomatoes are lying in a storehouse here anxiously looking for buyers. If one could only read the future and learn that next year they would run up to \$1.25 a dozen, but perhaps it is as well we can't.

Spy apples are a luxury, so is butter, but it is sweet for the housekeeper to feel that that commodity of commodities, sugar, is cheap.

Dan Coupu, grocer, has been induced to stand for election for the mayoralty and he is going to make a good run. His opponent is D. A. Givens, a lawyer. Both are well regarded, and, of course, one is a Grit and the other a Tory, Dan being the Grit.

The stock of W. G. McCraig & Co., recently damaged by fire and water, has been purchased by Marcath Freres, Montreal, from the insurance company, and is turning out well. The stock in the lower flat is in good shape, consisting of soaps, canned tomatoes, corn, peas, raisins, pickles, etc. About 50 men are at work raising, lowering, picking and shovelling.

"A coat of aluminum would make some of the old stoves and stovepipes look less hideous in some stores," said the observant grocer, as he kicked the snow with his left foot on the market square on Saturday.

"One of the hardest things to figure out," said Jim, the Grocer, "is to know how much candy and chocolates to buy for Christmas trade. Some buy too little, others buy too much. Expensive boxes of chocolates worth \$10 left over takes the cream off the profits. Barrels of Royal Mixed used to be sold by grocers. Now a biscuit box takes the

place of the barrel. Trade is getting more complicated every year, with butcher shops running into groceries, and groceries into meat shops, not to speak of dry goods, boots and shoes and hardware, and the end is not yet."

Alderman W. G. Craig, wholesale grocer, presented each man on the police force with a large turkey and a plum pudding this week.

#### DOINGS IN SASKATOON.

December 19.—J. F. Cairns has received his usual car of poultry from the east for the Christmas trade. A full display may be seen in the east window, where part of the stock is stored.

The Rogers Fruit Co. have now moved into their new warehouse on First Ave. The building is not quite complete, but the manager was anxious to handle the Christmas trade from the new place of business. Within the last two weeks 12 cars of fruit have been shipped to sur-rounding points, besides the city trade. premises are well adapted for the handling of fruit, being equipped with an electric elevator, special heated rooms for bananas, etc. In the base-ment some twenty cars of fruit can be stowed away. There are several other branches of the same company throughout Canada and the United States, but Saskatoon branch is said to be one of the best for the business. It is expected that the building will be completed by the end of the year ...

Grocers are now decorating up their stores for Christmas, and already some of them look gay. Attention is also paid to the windows. A very well-trimmed grocery window is to be seen at James Clinkskill's store this week, a feature of which is the two signs bearing the words, "Merry Christmas" and "Happy New Year." The goods shown are seasonable and just what every housewife requires at the present time for decorating her Christmas table. In prominent positions several boars' heads are displayed, while evergreens introduced here and there with colored paper trimmings make avery pleasing effect.

#### NEWCASTLE (N.B.) NOTES.

December 22.—Herbert Morgan, of Fredericton, is building at McGivney's, the junction of the Grand Trunk Pacific with the Chatham-Fredericton branch of the I.R.C., a new hotel and general store combined. A village is rapidly growing up around the junction.

A new grocery store was opened last week by C. D. Girouard, at the corner of St. George and Pearl Streets, Moneton.

The Moncton City Council has turned down the proposal of the White Candy Co., of St. John, that the city give them free light and water for ten years, and guarantee their bonds for \$40,000 at 6 per cent. The city is willing to grant exemption from taxation and give factory rates for water, but this the company consider too little.

A movement is on foot in Sackville to organize a joint stock company to conduct a large retail grocery in order to cheapen goods.

#### MAKE ONE SALE LEAD TO ANOTHER

The Follow-up System Applied to the Grocery Store-Old Grocer Tells How to Meet Competition.

I want to write a few words about a kind of advertising that makes one sale lead to another-the kind that ties customers to you and solidifies your business. It has its place in the broad science of business promotion and can be very effectively manipulated either as an adjunct to newspaper advertising or where newspaper advertising cannot, on account of its high cost, be used con-

You might call it "package advertis-

we all remember the ancient "card" in the paper and know how it has given place to breezy, snappy talks that give information and create desire for the goods advertised. It used to tell nothing, but name, business and address of some one who thought he was an advertiser.

So the bag, the wrapping paper, the box, the container, whatever it is, may be made to do more important service than holding so many beans together.

It may be made to hold trade together. I find myself referring again to the king of general merchants. Go to his store and buy a necktie or a couple of collars and the envelope that holds it tells you something about his store and his policy-something alive. He is not above using this form of advertising, big

Neither was I. I have kept a supervision over my son-in-law since he took the store over, so I attended to this. The bag that goes to his customer with this week's supply of prunes carries a talk about a special sale of canned goods next week or an ad about one of his coffees.

This is just one illustration taken from a business which is specially adapted to such timely advertising. But almost every retail business is full of opportunities to do similar things.

As I write I have in mind a big firm of stationery and business furniture dealers who follow this principle of making business make more business.

In the vertical pasteboard letter files sold by this firm is a snappy talk to the buyer printed on the inside of the cover. It is headed "Train to Bigger Things."

It advances the argument that the purchase of even such an inexpensive article is evidence of the buyer's interest in systematic methods of caring for business papers. It goes on to say that increased business will demand more complete system and winds up with a talk on sectional wooden filing cabinets, naming several varieties and inviting the reader to send at any time for the "filing man" to quote prices, etc.

Now, I'd like to know if that isn't worth ten times all it costs!

The same firm inserts in every pad of writing paper sold, twenty or thirty sheets from the last, a little card saying, "Hello! Better see if this isn't your last pad," etc.

These are only two examples of many clever schemes in use by this firm to supplement their newspaper advertising. As the latter does not represent much of an expenditure, I must blame a considerable part of their large business on up-to-date chain advertising like the two "links" described.

An effective reminder which any merchant can use to good advantage is a small slip inclosed with bills, statements and general correspondence. This is not a new idea by any means, but one which can never be old enough to retire, and many who are not using it now could do so to genuine advantage.

Such methods are safeguards against competition, which is keener to-day than ever before. "Economy and maximum ultilization" is the keynote of modern business. Big corporations water their ink. use hard lead pencils only, have their own printing departments. Everybody is trying to get one more egg from the hen and then make something out of the shells.

Obviously, no merchant can afford to neglect making any available article what might be called "a link in chain advertising." Consider whether a few dollars' worth of links might help you-Grocery World.

Peter S. McLaurin has opened a gro-cery store in Vankleek IIill.

## BLACK KNICHT STOVE POLISH



Makes stove polishing a clean and easy matter. You may guarantee Black Knight to be the most satisfactory stove polish on the market. There's an excellent profit attached to every sale.

Ask Your Jobber for Black Knight Stove Polish

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA

BUFFALO, N.Y., U.S.A.

## Grocers!

Make Your Wants Known BY ADVERTISING IN

## The **Canadian Grocer**

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

SEE PAGE 76

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INGERSOLL CREAM CHEESE IN BLOCKS is backed by the POWER OF PUBLIC APPROVAL. The true merit of INGERSOLL CREAM CHEESE is best described by these words :

OUALITY

is one of the most essential requisites pertaining to food products. In INGERSOLL CREAM CHEESE you will find "PURITY" in every sense the word implies. The SANITARY CONDI-TIONS under which the cheese is manufactured cannot be excelled. therefore your protection is guaranteed.

INGERSOLL CREAM CHEESE represents the very highest excellence in quality and flavor which the ingenuity of man has attained. Prove this statement by trying the cheese.

> you can buy twice the quantity of INGERSOLL CREAM CHEESE IN BLOCKS for the same money as you would receive in jar cheese. No one can afford NOT to use INGERSOLL CREAM CHEESE IN BLOCKS.

YOUR PROFIT IS CUARANTEED ON EVERY PACKAGE

#### AGENTS:

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

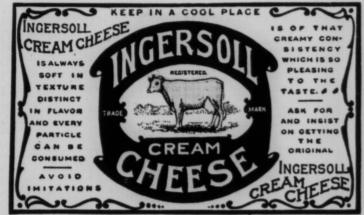
The Riley Ramsay Co., Port Arthur, Ont.

J. A. Wilson, Esq., London, Ont.

Cyrus King, Esq., Hamilton, Ont.

J. A. McLean Produce Co., Toronto, Unt.

Wm. Forbes, Esq., Ottawa, Ont.



#### AGENTS:

W. H. Dunn, Esq. Montreal, P.Q.

J B. Renaud & Co Quebec, P. Q.

R. R. Rankine Esq. St. John, N.

R. B. Colwell, Eaq. Halifax, N.S.

McKay Bros Sydney, C.B.

B. R. Holman, Esq., Charlottetown, P.E.I.

T. A. Bourque & Co., Sherbrooke, Que.

W. H. Gillard. & Co. Sault Ste. Marie,Out

A. J. Young, Ltd. North Bay, Out.

INGERSOLL CREAM CHEESE IN BLOCKS is an admirable SUBSTI-TUTE FOR BUTTER. It spreads easily and quickly, is always soft in texture, HAS THAT RICH CREAMY CONSISTENCY which is so pleasing to the taste, distinct in flavor, and every particle can be consumed.

SELL ONLY THE ORIGINAL PACKAGE ALL OTHER BRANDS ARE IMITATIONS

MANUFACTURED AND GUARANTEED BY

INGERSOLL

ONTARIO

CANADA

## Dairy Produce and Provisions

#### CHEESE AND BUTTER BULLETIN

Montreal, Dec. 24, 1908. Considerable comment has been stirred up in the local market, by the receipt here, of a letter from England, setting forth in no uncertain way the feelings of some at least of the English importers. They complain that the only man who makes anything out of the trade between the two countries is the Canadian farmer. This latter statement may, and it may not be true. The fact prices have ruled so high, during the season, has diminished largely the profits of the exporters, and the im-porters, without doubt. This condition porters, without doubt. This condition may be due to one, two, or in fact, several reasons, which in a large measure are unavoidable economic conditions, and liable to occur at any time. What Canadians take umbrage at in this letter, reading between the lines, is the fact that the writer might seem to imply as the reason for this the unholy manipulation of the market by the Canadian exporter. When a condition prevails similar to this in the market it is generally traceable to some primary condition. In looking about, it is well not to forget the fact that the shortage of feed last year seriously impaired the source of production, as many cows were killed by the farmers.

for Westerns, and 113c to 12c for Easterns. Total receipts since May 1 have been 1,898,118 boxes, as against 2,051,-380 boxes for the same period of last

The butter market has recovered from its little digression of a week ago, and has now settled down with a steady and firm tone. Locally, dealers express considerable confidence with regard to the future. Toward the latter part of the season all sorts of rumors were flying around with regard to the prospects of future shipments to England. Alarmist sources held up the bete-noir of the Australian and New Zealand competition, which, it was alleged, would not prove a profitable factor in the market for a profitable factor in the market for Canadian exporters. The roseate prospects of the New Zealand and Australian outputs have been somewhat dim-med of late, by the fact that reports say the cows, owing to the long drought in those countries are not proving equal to the occasion. From this then it seems that Canada will have a chance to ship to England all the butter she can comfortably spare. Locally the market is steady at 25½c for round lots and 26½c in a jobbing way. Receipts for the season since May 1 have been 405,-752 packages, as against 402,681 packages for the same time last year.

ly dry season, and the winter has been, so far, dry and cold, with every prospect of this condition continuing. In view of this, it is not expected that the egg production will receive much impetus from favorable climatic conditions, hence high prices will in all probability prevail for some time.

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			1. 26
	3		0 23
No. 2 Eggs			0 1:1

HONEY—Nothing of any consequence has transpired in the honey market during the week, and prices remain as last quoted.

White clover comb honey		0 14
Buckwheat, ext acted		.u 09
Clover, -trained, bulk, 30 lb. tins	0 10	0.11

POULTRY—The poultry trade was not as brisk at the beginning of the week as it was thought it would be, but has latterly brightened wonderfully. Despite this change in demand prices have continued to strengthen.

Spring c' ickens, per	lb	0 13 0 14
Hens pe lh		A 10 . C 11
Young ducks, pr li		Q 111 A 12
Turkeys, p r lb		0 15 0 16
Geege, dressed		0 091 0 11

For Toronto provisions see general

#### WINNIPEG.

BUTTER-Dairy butter continues to be in surprisingly good supply for the season of the year. Country shipments are still very liberal and not much dairy butter is being brought in from the East. For No. 1 dairy the local produce houses are paying 22c per lb. f.o.b, Winnipeg; for No. 2, 17c to 18c per lb.; and for No. 3, 15c to 16c per lb.

EGGS—Scarcely any Manitoba eggs are being received in Winnipeg at the

present time, the demand at country points taking up all supplies received by the country stores. Local produce houses are paying 30c per dozen and higher for fresh eggs and they are not getting many. Some Ontario eggs are being received.

CHEESE-Manitoba cheese is yery scarce. Ontario is selling at 141c to 144c per lb.

POULTRY-Buying prices f.o.b. Winnipeg are as follows:

	35																								
Chicken, per	lb.														,										J
Fowl, per lb.				٠	 .,		٠.		,	٠,															
Turkeys, per	lb		٠,				٠.				ò	. ,	٠,									٠	ě		
Dunks		 ••														 ٠,	i,		i.			ä	ä		
Geese				٠.				٠.												٠	e,	ä	ų,	u	

#### PERSONAL NOTES.

G. E. McEachren, grocery broker. Winnipeg, was in Toronto last week, calling on the trade.

W. Taylor, of Taylor & Pringle, Owen Sound, was a caller at the Toronto office of The Grocer last week.

A. M. Piper, representing, Todhunter, Mitchell & Co., Toronto, was in Mon-treal last week and did not forget to give The Grocer a call.

#### THE PROVISION SITUATION

Toronto, December 24, 1908. Local interest in hog products has been dropping off for some weeks. This week this seems to have reached a climax, since demand is exceedingly small. The holiday buyer is looking for poultry rather than cured meats, and as a result the packer's business at home is enveloping but brisk home is anything but brisk

Locally, 121c to 121c are being quoted

The demand from the British market well supplied as it is with Danish and Irish product, and particularly during the dull season usually experienced in these lines at the holiday season, is in somewhat the same condition. As a result, the packing houses are not running very heavily. In consequence of the curtailed demand prices offered for hogs have not been overly high and for the last three or four weeks deliveries have been rather light. This week, however, though prices have not gone up, the offerings are rather heavier. Toronto packers this week are paying \$5.75 f.o.b., and \$6 off cars. Prospects point to fairly good deliveries for a couple of weeks at least.

#### PROVISION MARKETS

#### MONTREAL.

PROVISIONS—Featureless, expresses completely the condition of this mar-A fair trade for the season passing and prices remain steady and unaltered.

Compound											0 0	91
Parchi												
Tub.											0	
Word	pails.	20 lb	s ne	t			 	 			UL	
Tin pa										160	0 1	9)
Heavy Can Selected h										50	23	0
pork										5)	:3	0
Heavy ( an	ada s	hort	cut	clea	rp	ork		 	22	10	24	5u
Very heavy											26	10
Plate beef		b. bl	ols				 	 			7	75
"	200	**					 	 				UO
	300	"					 	 			22	0)
Pure Lard												
Tierces	8, 375	lbs					 	 			0 1	
Boxes.	50 lb	gr	aine	d			 	 			0 1	
Tubs,											0 1	
Pails.											0 1	
Tin pa	ils, 2)	lba.,	gros	88			 	 			11	
Cases,	tins,	10 lb	s, ea	ch			 	 			0 1	
		5					 	 			0 1	
	1	3					 	 			0 1	3

CHEESE—Cheese is meeting with a fair sale locally, and a few shipments have gone forward to England. Prices are a trifle easier.

et.		crine	casici.		
L	win3			 0 12½ 0 12½	0 121

BUTTER—The easier tone of the market, which was evident at the beginning of the week, has given place to a stronger tendency, but the price has not yet gone back to its old level. There is an opinion that the market has settled down to a reasonable level.

Fresh Creamery, solids, lo prints, lb	0 26	0 264
Dairy, tubs, lb Fresh large roll	0 20	

EGGS—The demand for eggs continues good and prices remain firm. It is thought by some that a lower tendency of the market is only a remote possibility. The fall was an exceeding-

## A GUARANTEE THAT MEANS SOMETHING

Back of every product that leaves the Heinz plant there is the experience of thirty-eight years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

# HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's NEINZ is safe to sell

H. J. HEINZ COMPANY

New York

Pittsburg

Chicago

Landa

## It Is Time-

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

STAR BRAND SUGAR CURED HAMS

Smoked or already Cooked.

THE FINEST BREAKFAST BACON on the market—FEARMAN'S STAR BRAND.

PURE LARD

in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

OLD ENGLAND MINCE MEAT

in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

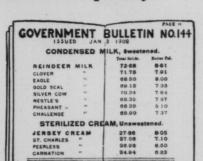
Carefully selected and all made under Dominion Government supervision.

F. W. Fearman Co.

LIMITED

Hamilton, Ont.

# The strongest evidence of merit is a Government endorsement of quality



Reindeer Milk is 7½ per cent. and Jersey Cream is 13 per cent.

JERSEY CREAM

richer than any other brand listed in the Government Bulletin.

The Truro Condensed Milk Go., Ltd., Truro, N.S.

# Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East Toronto - Ont.

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#### To the Grocery Trade of Canada

Gentlemen,-

"GET A MOVE ON"

Add

#### Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you \$4.95 and sells at \$7.20. That'll do, won't it?

ALL JOBBERS

THE MASON, MILLER COMPANY Toronto, Canada

Agents Wanted Throughout the Dominion

#### BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL @ SON

ONTARIO.

griping.

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk. TORONTO SALT WORKS

#### We Want Butter!

Dairy Tubs, Greamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rothertord, Marshall & Co. Vholesale Produce Merchanta TORONTO.

#### Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO. 39 Bonsecours Market,

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



THOMAS BROS., St. Thomas, Ont.

#### THE GROCER'S ENCYCLOPEDIA

What Cream of Tartar is, Where it Comes From and How it is Prepared-Interesting Information for Grocers and Clerks.

CREAM OF TARTAR-Probably a number of retail grocers do not know that cream of tartar is a compound of tartaric acid and potassa. It exists naturally in grape juice, and being insoluble in alcohol, is generally deposited in the form of argol, as the sugar of the juice becomes converted into alcohol by fermentation. In the preparation of cream of tartar the argol is dissolved in hot water, to which charcoal or fine clay is added, to take up the coloring matter. By boiling and filtering a clear colorless solution is obtained, from which on cooling, the cream of tartar separates as crystals. Some of the crystals form at the bottom; others form a crust on the top like cream, whence the name, cream of tartar.

In chemical composition it is the bitartrate of potash and contains potash, water and tartaric acid.

It is readily soluble in hot water, though it takes 60 parts of cold water to dissolve one part of the cream of tartar. It has an acid taste and gritty feeling when taken separately in small doses of a scruple to a drachm, it acts as a refrigerant and diuretic. In doses of one or two drachms it is useful as an aperient, and in larger doses of about three drachms it acts as a purging agent, accompanied by flatulence, and

Imperial liquid is prepared by dissolving about a drachm of cream of tartar in a pint of boiling water and adding a little lemon peel and sugar to flavor it, when an agreeable refrigerant drink is obtained, serviceable in allaying thirst in feverish cases.

Cream of tartar whey is obtained by adding two drachms of the salt to a pint of milk.

With sodium bi-carbonate cream of tartar is sometimes used as a substitute for yeast in raising bread. It is also the source of tartaric acid and of tartrates.

The wholesale grocery houses handle large quantities of cream of tartar. which is obtained mostly from Bourdeaux, France. Some houses dispose of as much as 40 and 50 casks in a year and each cask weighs about 1,400 pounds.

The sale of cream of tartar is principally to bakers and confectioners who use it in making cakes instead of yeast, which is confined to bread and rolls. There was a time when the good housewife made use of cream of tartar and baking soda in making cakes, etc., but of late baking powder has come to the front and its demand is growing every year.

Cream of tartar shows an increased output every year among bakers and confectioners and the various wholesale houses do a profitable trade in it.

#### NEW WESTERN PACKING HOUSE.

A new food products company has been organized in Winnipeg to take over the business of John A. Palframan Co. A little less than a year ago John Palframan commenced the manufacture in Winnipeg of the A. P. brands of pressed and preserved meats and table delicacies. Up to the present the business has been confined for the most part to the city of Winnipeg and immediate vicinity. It has proved a big success and with increased capital and enlarged premises the new company, which is to be known Western Canada Food Products, Limited, should prove a big factor in the provision trade of the West.

#### CLOSED FOR HOLIDAYS.

To enable their staff to enjoy a good holiday and rest, L. Chaput, Fils & Cie, Montreal, will close their store this week from Thursday night to Monday morning next week, and the same for the following week, when the New Year commences.

#### SOAP MAN AROUND AGAIN.

Frank Cockburn, Montreal, manager for Pugsley Dingman & Co., is again in harness after several weeks' illness. "Frank" spent a few weeks at the Caledonia Springs Hotel, which just recently inaugurated its first winter season, and the short period he spent under the roof of "Charlie" Cole, the hospitalable manager of the hotel, seems to have worked wonders for him His many friends in the trade will be just as pleased to see him once more as The Grocer is.

#### TEA HOUSE ASSIGNS.

Demand of assignment in the case of P. S. Doyle & Jackson, tea merchants. Montreal, was granted on Monday, and the estate is now in the hands of A. Scott Robertson, accountant. Nothing definite can be given out at present. though there are various unconfirmed rumors floating around. One is to the effect that the firm's liabilities will amount to \$66,000, with assets slightly over \$13,000. When seen in reference to this statement the chartered accountant stated that nothing authoritative would be announced for at least ten

#### A BRIGHT DELIVERY BOY.

Grocer's Boy-Here's the eggs you ordered to-day.

Lady-Thank you. Just lay them on

the table, please.
Grocer's Boy—Excuse me, but I ain't a hen. I'm the grocer's boy.



## Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

## GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

## CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for-CLARK's are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

Clark's Pork and Beans

- Corned Beef
- Ox Tongue
- **Potted Meats**

#### WM. CLARK

Manufacturer MONTREAL



BOVRIL, LTD., are purveyors to H.M. King Edward VII, to H.M. the King of Spain and to H.M. the King of the Belgians.

Two Thirds

we make is used in the kitchen and the grocers sell it. Are you getting your share of the trade? Just a word of reminder to your customers will increase your sales.

All kinds of Gravies, Soups and Roasts are improved in flavor and made more nourishing by the addition of a little Bovril.

Take a bottle home to YOUR wife.

### **BOVRIL Ltd.**

27 St. Peter St.

MONTREAL

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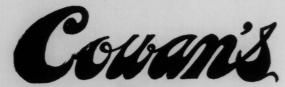
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If You Are Not Selling



## Maple Buds

a n d

## Chocolate Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.

Toronto, Canada

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf,
and Powdered Gelating

#### NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's

Gelatine and Liquorice

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NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Checolate

Despite the high price of raw material

## Mott's

"Diamond" and "Elite"
Brands of

## Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

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

SELLING AGENTS:

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

Arthur M. Loucks R. G. Bedlington Calgary

## THE PRICE TALKS

KORN KINKS only cost a nickel a package. The stingiest man between here and Jerusalem will come down with a nickel for a trial package after he has read a few of our convincing ads. When he has eaten the first spoonful—QUALITY TALKS, too.

KORN KINKS suits most people so well that they never get tired of it. We tell the people to ask YOU. Are you ready with the answer?

#### THE H-O MILLS

HAMILTON.

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#### an Grocer

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#### THE FLOUR AND CEREAL MARKETS

Situation Quiet in All Lines, the Holiday Affecting This Business—Cold Weather Has Had a Helpful Effect.

The flour and cereal markets, unlike other lines of foodstuffs, do not feel any stimulus from holiday business. On the other hand, the effect is rather opposite and in consequence all lines are rather quiet this week.

The demand for flour continues fairly active and millers generally are quite busy but this business shows a little falling off from that of a few weeks ago. The Canadian markets continue steady with no change in prices. Export business also is quiet. Buyers in Great Britain seem to take an extended holiday around the Christmas season and for two or three weeks there will be little done along this line.

The market for rolled oats is, if anything easier in Ontario, though a better feeling is evident in Quebec. The anticipated firming up by reason of the large exports of oats to the United States noted last week as a possibility, has not as yet materialized, and this business, it is understood, has not been continued to any large extent.

#### MONTREAL.

FLOUR—South Africa and England are still making enquiries regarding Canadian flour, but so far prices have not been mutually suitable to lead to much business. Locally, trade continues fairly good, with an extra margin of business each succeeding week to continue the improvement on the volume of trade. No new quotations have been mentioned during the week, and the market has settled down to pretty steady lines.

Winter wheat traight roller	patents.					••	• •	••			 • •		• •	:		'n
Set Star Lotter					**				* *	 	• •		• •	:	*	ă
TAGES								 * *						٠	U	u
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ROLLED OATS—One dealer who has been complaining of dullness of the market, stated that the demand had increased this week wonderfully. This, however, may be regarded as abnormal in his case as other sources report a small increase in the volume of their business. This increase, however, is large enough to continue without a break, the work of improvement which has been noticeable for some time. Country enquiry is much better this week. The cold weather which seems to have set in for winter in earnest, has no doubt been responsible for the brightening up of the market.

Fine oatmeal, bags Sandard oatmeal, bags Grapulated Gra	Fine oatmeal, bags 27 tlandard oatmeal, bags 26 grapulated 26 Golddust cornmeal, 98-lb bags 21 White cornmeal 20 20 Rolled oats bags 200 20	Successing up of the market.	
Standard oatmeal, bags 2 6 Grapulated 2 2 6 Golddust cornmeal, 98-1b Bags 2 1		ine oatmeal, bags	2 7
Golddust cornmeal, 98-1b Bags. 2	Golddust cornmeal, 98-1b bags. 2 1 White cornmeal 200 2 0	tandard oatmeal, bags	26
	White commes! 2 00 2 0	olddust commeal, 98-lb bags	2 1

FEED—Shorts and middlings are in good demand. The mills are still shipping short supplies of bran, and stock

available is quickly absorbed owing to the good demand for this line. Nothing has occurred to alter prices during the week.

Outario shorts.         28           Manitoba shorts.         24           bran.         25           Mouillie, milled.         25           " straight grained.         30           30         03           " straight grained.         30	Ontario br	an	 												91	50	22
Mouillie, milled	Outario al	orta	 	 					4								2
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#### TORONTO.

FLOUR—The market is steady after the advance of last week, though not a great deal of activity is noticeable, business seeming to fall off a little during the holiday weeks. Prices are unchanged. Little is doing also in export business demand from Great Britain as usual, being inactive at the holiday season.

Manitoba Wheat.			
1st Patent	5	70	5 80
2nd Patent			5 44
Strong bakers	*		5 20
Winter Wheat.			
Straight roller			4 30
Mended	*	**	48,
Medded	*	**	5 00
OFFICE OF THE STATE OF THE STAT			

CEREALS—The market is steady, though business is a little dull this week as is usual at the holiday season. The heavy export of oats to the United States, which was noted last week, does not seem to have continued and the feeling in this market is slightly easier instead of firmer, as was anticipated. The cold weather, however, has had some influence in keeping the demand active. Prices are unchanged.

## Rolled wheat in barrels, 100 lbs. 2 \$5 oats in bags, per bag 90 lbs. 2 50 Catmeal, standard and granulated, in bags 98 lbs. 2 75

#### WESTERNER IN EAST.

The Grocer had the pleasure of meeting R. J. Davis, secretary-treasurer of Western Groceries, Saskatoon, while he was in Montreal last week. Mr. Davis, whose home is in Ottawa, says things are improving gradually in the West. and a good year during 1909 is prophesied. The good crop this fall did much toward improving conditions.

#### PERSONAL NOTES.

T. S. Simms, of T. S. Simms & Co., brush manufacturers, died suddenly in St. John, N.B., on Friday. Dec. 18.

Robert Loggie, of A. & R. Loggie, Loggieville, was married in Montreal to Miss Alexandra Dickie on Wednesday, Dec. 16.

B. H. Mackay, one of Salada Tea's representatives, had the misfortune to severely sprain his ankle while boarding a train at Utterson recently and will be laid up for two or three weeks as a result. A. R. Whittemore is covering his ground in the meantime.

#### Good Value

When you sell a customer an article that is well worth the price asked you are doing better business than if you were selling an inferior article even though the latter were more immediately profitable.

#### Mooney's Perfection Cream Sodas

are really good value. Every package you sell adds to your reputation as a fair-dealing grocer, and makes your prestige that much greater.



The Mooney
Biscuit & Candy

Company,

STRATFORD. - CANADA

# Coose Wheat Ontario White Wheat

We want either or both. Send sample and prices to

#### **Cummings Mills**

Cummings Bridge, Ottawa

#### Have You Stocked

## "Favorite" Brand Cocoa and Chocolate?

Great seller, particularly during the winter. If you have no stock yet, order to-day. High quality and popular price ensure its steady sale. A FREE SAMPLE FOR THE ASKING. Special prices and terms to grocers and confectioners buying in bulk. Inquire about our special 7-lb. package of Cocoa.

#### DOMINION COCOA AND CHOCOLATE CO.



Never Yet Beaten!

## **White Moss Cocoanut**

The kind your customers want.

The Canadian Cocoanut Co., Montreal

The delicious flavors of

#### **Nation's Custard** Powder

with Stewed Fruit is an ever pleasant memory.



Agents : GREEN & CO., 25 Front St. E. Toronto

W. H. ESCOTT, Winnipeg

Made by Edward J. Nation & Co., Bristol, England

#### MAPLE SUGAR

short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

The only factory in Canada producing these goods.

H. CONSTANT Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

#### SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal

Agents.



DON'T FAIL To send for catalog show-ing our line of

PEANUT ROASTERS. CORN POPPERS, &c.

LIBERAL TERMS. KINGERY MFG. CO., 106 108 E. Pearl St. Sincinnati

POT and PEARL French Vermicelli and Macaroni

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia BOWMANVILLE, ONT.

BARLEY and FEED

#### OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas Clean and White

Quebec's leading Flour and Grain House. C. A. PARADIS, Dalhousie St., Quebec



GRATEFUL AND COMFORTING

IN 14-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal In Nova Sootia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

**NUTRITIOUS AND ECONOMICAL** 



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Adents: C.E. Golson & Son, Montreal

A. P. Tippet & Co..

J. & G. COX

GOX'S

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

OPENING NEW BISCUIT PLANT.

The official opening of the plant of the Caledonia Biscuit and Confectionery Co. took place Thursday evening, Dec. 17, at 102 Christophe Colomb St., Montreal. Ald. J. G. Duquette and L. A. Taillon, president and secretary-treasurer, respectively, welcomed the many guests, who were invited to be present at the opening ceremonies.

As the new firm has been actually carrying on business, and the factory turning out goods for more than a month, those who were invited were able to judge of what had already been accomplished. The employes were seen at work in the various departments turning out all kinds of plain and fancy biscuits through the medium of the most recently invented ovens, presses and furnaces. What appeared to impress the visitors most was the large revolving oven, with ten shelves in continual revolution. Another interesting specimen of machinery was the press for the preparation of all kinds of dry biscuits.

On the ground floor of the building was an appetizing display of the 120 varieties of biscuits which are manufactured.

To assist in the inauguration the officers of the company were all present during the course of the evening: Ald. Duquette, president; Ald. Nap. Sequin, vice-president; L. A. Taillon, secretary-treasurer, and J. Major and J. Tougas, directors.

Prior to the dispersal of the gathering speeches were made by the officers who explained the ambitions of those connected with the company and by the shareholders and guests, who congratulated Ald. Duquette, Mr. Taillon and the other directors of the company on the promise of success presented by the new establishment.

L. A. Taillon, the secretary-treasurer of the firm, made the concluding speech, explaining the inauguration of the firm and of its plans for success during the first year of its existence.

#### TRADE NOTES.

J. J. Brown & Co. have opened their new store for grocery and seeds in Barne.

Bert Laidley, of Lindsay, has gone to Huntsville, where he will manage the grocery department of Hanna & Hutcheson Bros.' store.

An attractive holiday greeting eard is being sent among the trade by the

Canadian Canners. It is in the form of a folder with the crest embossed in red and gold over a spray of holly. The text extends best wishes and includes an optimistic view of business for the coming year.

Chas. W. Clarke, who has been conducting a successful grocery business on Wyandotte St., Walkerville, has entered into partnership with another young grocer of that town, Fred Archer, and together they will conduct a grocery business on Victoria Road, Walkerville, opening the premises immediately after the new year.

For nearly sixty years the Guillette family have carried on a grocery business in Cobourg. Recently Guillette Bros., the present proprietors, decided to adopt a cash system and the change was made on Dec. 8. The progress of the experiment will be watched with interest in a store where credit has been extended for so many years. The firm name was changed at the same time to E. Guillette & Co.

## Keep Posted on Sugar

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

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

## PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ½-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

## IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto. H. & A. B. LAMBE, Hamilton. C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

## GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

Gorgie Mills

G. COX

sure its

Inquire

CO.

REAL

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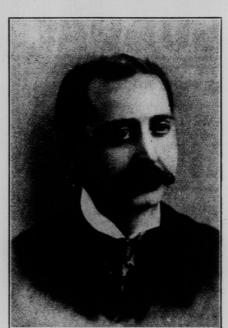
## Maritime Commercial Travelers Dine

Annual Banquet of Eastern Association Held at St. John Last Thursday—Speeches Comment on Solid Prosperity and Bright Future of the Provinces by the Sea—Wit and Goodfellowship Make up Pleasant Occasion

St. John, N.B., Dec. 21.—Goodfellowship, excellent menu, songs well sung, and good sound speeches marked the annual dinner of the Maritime Commercial Travelers' Association in the Royal Hotel, St. John, on Thursday evening, Dec. 18. There were about 150 present and among the number were excellent public speakers, not to mention the facility of business talk which, of necessity, marks the men of the traveling guild; excellent singers, too, helped pass the evening pleasantly, and the whole company being good entertainers, for that quality attaches by traditions to the commercial man, it can be easily imagined that the time passed pleasantly. In the more serious view, there was much of solid prosperity talk and suggestions for the advancement of the country were not lacking.

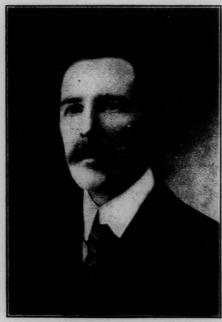
#### The Guests of Honor.

On the right of the president R. A. March, sat Lieutenant-Governor Tweedie, of New Brunswick, Judge McLeod, Premier Hazen, W. H. Thorne and W. E. Foster, president of the St. John Board of Trade and at his left Senator J. V. Ellis, Dr. J. W. Daniel, M.P., Mayor Bullock and J. M. Lyons, general passenger agent of the I.C.R. At



RALPH E. MARCH,
President Maritime Travelers' Association.

each place those at the table found the menu tastefully presented in the form of a grip. The dining-room was artistically decorated with flags and bright with red, white and blue electric lamps. On the



JAMES JACK, Secretary Maritime Association.

tables, pink chrysanthemums and carnations were prettily arranged with ferns. The menu was:

C.P.R. Cocktail Ox Tail Soup Salted Almonds Queen Olives Boiled Salmon Saratoga Chips Boiled Turkey Roast Beef Mashed Potatoes. French Peas. Sliced Beets. Lettuce Roasted Grouse, Larded English Plum Pudding, hard and brandy sauces Mince Pie Creams Jellies Ice Cream Fruit

Among those sending letters or telegrams expressing regret at their inability to attend were: Hon. William Pugsley, Minister of Public Works; Hon. G. P. Graham, Minister of Railways; Lieutenant-Governor Fraser, of Nova Scotia; Lieutenant-Governor McKinnon, of Prince Edward Island; Mayor A. B. Crossley, of Halifax; T. H. Estabrooks, who was in Montreal, and many others.

#### Some of Those Present.

In addition to the guests of honor those present were: A. C. Currie, of the D. A. R.; Leb. Thompson, of the

Eastern Steamship Company; F. E. Hanington, of the I.C.R.; W. H. C. McKay, of the C.P.R.; James Jack, secretary; J. Roy Campbell, H. B. Schofield, F. W. Fraser, C. H. Peters, J. H. Harris, W. H. Barnaby, G. E. Faulkner, T. H. Estabrooks, W. S. Fisher, W. J. Sutherland, E. B. Jones, S. H. Davis J. McNeillie, J. A. Tilton, G. E. Barbour, W. C. Rising, J. S. Knight, A. R. Melrose, H. R. Ross, W. E. Bogart, Mr. Nixon, Mr. Hanson, T. C. Ryder, R. S. Low, E. L. Mc-Donald, R. J. Humphrey, J. V. Russell, H. Vaughan, H. P. Robinson S. B. Smith, D. S. Bell, A. G. Golding, W. H. Campbell, A. Stilwell, E. H. Turner, W. E. O. Jones, Mr. Hamm, H. C. McClaskey, W. A. Stewart, G. E. Dawes, W. L. Robson, W. W. Hawker, S. E. Elkin, W. C. Chestnut, C. E. Taylor, L. D. Hatfield, H. O. R. Bealey, Mr. Watters Mr. Wetmore, H. C. Simmons, J. M. Scovil, jr., W. P. Maher, W. Tapp, A. E. Everett, T. McA. Stewart, J. W. Arnold, L. R. Rattie, R. Fenwick, E. J. Terry, J. C. Jones, J. E. Petrie, H. W. Cole, J. B. Douglas, W. Wilson, A. S. Bowman, Mr. Upham Cyril Clarke, R. B. Ledingham, E. B. Coll, F. A. McAndrews, Mr. Banks, J. A. Burn, G. H. White, A. E. Schofield, Mr.



W. S. FISHER, ST. JOHN,
Wholesale Hardwareman Who Proposed
the Toast to the Transportation
Companies.

Blanchard, R. Morrow, A. G. Watson, R. L. Phillips, J. Pringle, J. B. Douglass, (Continued on page 70.) ine

7 and

E. Han-McKay, eretary; l, F. W. S., W. H. I. Esta-herland, eNeillie, C. Rissel, H. R. Ir. Han-L. McRussell, Smith, Camp-V. E. O. key, W. Robson, Chestl, H. O. etmore, W. P. F. McA. tttie, R. s., J. E. las. W.

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Vatson, ouglass,



It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

## Sorting-up Orders

Have to arrive this week, two cars of

**Fancy Navels** 

also

#### California Celery Cucumbers Head Lettuce

etc., let us have your orders.



25-27 CHURCH ST. - TORONTO

## A Prosperous 1909

These'll help

"GOLDEN FLOWER"
(Redlands Navels)

"ST. NICHOLAS"

and
"HOME GUARD"

(The all-through-prime Lemons)

"Chase & Co."

(The mark to look for on Florida products)

Oranges, Grape Fruit, Tangerines, Pines, Head Lettuce, Celery, Cauliflower, etc.

J. J. McCabe

Agen

32 Church Street

Toronto

#### FRUITS, VEGETABLES AND FISH

Late Christmas Business Continues Fairly Good—Oranges in Good Supply—Vegetables Rather Dull—Cold Weather Brightens Fish Business.

#### MONTREAL.

GREEN FRUITS—Christmas decorations and oranges are in greatest demand this week. Trade is somewhat spasmodic, but the total volume is good. Cranberries, as a necessary adjunct to a Xmas dinner are selling well. Apples and bananas are also going well. Prices remain as quoted last week.

Christmas Decorations—	
Evergreen wreathing, bale 1 7	5 2 00
Delaware holly	. 4 25
" wreat s, per doz	. 1 50
Almeira, extra fancy	
" extra choice	
" fancy	. 6 00
California navels, 96, 126, 1:0 size	. 3 40
" 17 , 20), 216, 250 size	
Floridas, 126, 15, 176 200	. 3 25
Mexican oranges, 1.6. 200, 216, 250 size	. 2 40
Valencia ' 420 size	
Valer cias 714 size	
Grape fruit	4 25
Le mons, cho'ce, 300 size	3 00
Bananas crated 1 50	1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size 3 50	3 75
30 (1.6	, , ,
Cranberries, Nova Scotias, early blacks, 1b 8 00	9 00
Apples, Fameuse, XXX, bbl	5 50
" XX, " 3 50	3 75
" winter	
Spies, XXX	5 50
Baldwins, Greenings, Russetts, XXX	4 25
" Spies, XX 3 25	3 75

VEGETABLES—Imported stock is being relied upon more largely than ever this week and is supplanting domestic lines. Artichokes are now quoted by the barrel at \$2.50 to \$3, leeks by the bunch at 75c, California cauliflowers per crate, \$3. Spinach is now arriving in barrels at \$3. Crates of green pepers are selling at \$1. Spanish onions have gone forward to \$3.50 to \$4. Lettuce per dozen is easier at \$1.05. Other lines are unchanged.

ines are unenanged.		
Dyster plant doz		0
Artichokes bbl		3
Le eks, dczen		0
Parsnips, bag		0
Sweet Potatoes, basket		2
Marrows, dozen	1 0)	1
Cal. Cauliflowers, crates		3
Parsley, per doz. bunenes		0
lage, per doz		0
avory, per doz		0
Delery, crate		6
Vater cress, large bunches, per doz	0 60	0
pinach, barrels		3
reen peppers, crate		1
Seets bag		0
Carrots, bag		0
panish onions, large cased		4
ettuce, per doz		1
adishes, doz		0
lorse radish, per lb		0
abbage, bb's		1
Intreal potatoes, bag		0
reen Mountains		0
lew Brunswick potatoes		0
nions large bag		1
ted onions, barrel		3
urnips, bag		0
ompkins, doz		1
duash. doz		3
Brussels sprouts, quart		0

FISH—Tomcods are now selling at \$2 a bbl. Two fish days this week has increased the demand, which has been exceedingly good since the Advent season commenced. Nearly all lines of fresh and frozen fish are selling well while smoked and prepared are also in good demand. The cold weather has had a good effect on the oyster market, which is booming.

Dore "		0 10
		0 08
Steak Cod	ULD	0 051
Frozen Grass Pike	016	0 061
Whitefish lb		
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Ton cods, bul		2 00
Smoked-		
		0 001
Haddies (exp) 15 lb. bxs., per lb		0 06
Bloaters, per box, large, Yarmouth.	****	1 00
Smoked herring, per box		0 16
Kippered herring, box		1 00
Prepared-		
Skinless cod, new. 100 lb. cases		5 25
Shredded cod, & lb. cartons, 2 doz. cartons		0 40
in box, per box		18)
in box, per box		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless od, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 011
Pure cod in crates, 1 an 1 2 lb. bricks		0 05
		0 00
Balted and Pickled —		
No. 1 Labrador herring, brls		5 50
" brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
quart tine, sealed		0 40
Paper pails per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live " "		0 15
Standards, 4 gals		681
Selects "		7 60

#### TORONTO.

GREEN FRUITS-This, being the winding up of the Christmas fruit business, there is no change in any line. The supply is quite sufficient to meet all demands with a fair surplus to fill any repeat orders that may come in. Oranges are in good condition, with fine color and flavor. While the navels are the most popular, all other varieties are well matured and good to eat, and will come in all right to supply those who want a cheaper line. Apples are very high, especially the Spy, which is the most favored apple in the market. For some reason the Spy is getting more than it deserves. It seems to be on the tongue of every grocer, and the first apple that is mentioned is the Spy. Kings are sold for about \$2 a barrel less, but deserve more attention.

00	7	00
nn		
60		
00		
2	3	00
.0	4	50
95		50
25		50
	4	75
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00	3	95
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VEGETABLES—As vegetables are not figuring as anything special for the holidays, they are somewhat neglected. Potatoes are still accumulating and can be bought for 5e a bag less than last week. Cabbage is also about \$2 a ton lower. Sweet potatoes are firmer. Spanish onions are off the market, and Canadian onions, which are very plentiful,

## SH

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les are for the eglected. and can han last 32 a ton r. Spannd Canblentiful,

are about 10c a bag lower. A lot of new vegetables arrived from New Orleans, such as beets, carrots, spinach during the week.

Beets, Ca adian, bag 0 4	5 0	50
Polatoes, Ontari , per bag 0 6	5 0	70
" sweet barrel 4 0		50
" hamper		75
Onions, Canadian, dried, bag 0 1		81
Carrots, new, per bag 0 3	5 0	40
Cabbage, per ton 20 f	00 22	00
" arrel 1 5	5 1	50
Squash, hasket doz 0 5		75
Cauliflower doz 0 7	5 1	25
Cetery native doz 0 2	5 0	40
Califo nia celerg, per case	6	00
Pumpkins, dozen 0 5	0 0	65
Turnips 0 3	0 0	35

FISH—Fish have very little show for the holiday trade, yet on account of the sharp weather, there is considerable demand without the slightest change in the prices.

prices.			
	ge, per lb 0 0 medium, per lb 0 0		07
			11
			11
			19
		9 0	10
	frozen	. 0	07
	n Silverside 0 1		12
P ke	0 (	51 0	07
	yellow 0 0		09
	crahs, doz		00
Harring	Digby, smoked, bundle 5 boxes	. 0	85
Hotting,	Kippered, 1f-lb, box	. 1	
**	Labrad r. keg		00
			20
Mack-rel	each 0 1	8 0	
Smelts, p	er pound N . 1 0 0	9 0	10
	" extra 0 1		
Oysters, 1	ong Is'and	. 1	60
	" medium selects	. 1	75
66	" Axtra	. 1	85
11 0	ell, per 100	. 1	50
	neket 0 5		00
Winner U	addie, amoked, 15-lb, package		08
Finna" D	addie, amoned, 10-10. package	. 0	06
Boneless	ood, quail on toast	. 0	
	Imperial		
	steak		061
Shredded	cod, doz	0	90
Aca is co	d. c.a.e	. 2	40
" ta	olets, box	. 1	60
			25
	***************************************		
	ressed		10
Catasa, d	Canou	. 0	10

#### EIGHTY CHRISTMAS SEASONS.

A Christmas advertisement of "The Red Store," Kentville, N.S., in a recent issue of the Kentville Advertiser is worthy of note. The headline reads "From 1828 to Christmas, 1908, for eighty Christmas seasons, the old Red Store has catered to the wants of a hungry public." The long period of years during which this business has been continued speaks highly for the different proprietors who have been in charge. M. G. DeWolfe, one of the proprietors of the Red Store, retired from active interest in the business recently, but his name is still continued in the firm name DeWolfe & Lamont, over which the ad appears.

Highest price paid for

#### DRIED APPLES

O. E. ROBINSON & CO.

Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

## **Dried Apples**

Shipments Solicited

W. A. GIBB COMPANY

JAMES SOMERVILLE, Manager

## A MERRY XMAS

to all our friends and may
your Cup be full of
Prosperity and
Health for the
Coming Year

WHITE & CO., Limited
TORONTO and HAMILTON

#### A NEW YEAR

Resolution that will increase your trade, add to your bank account, make everybody happy—Resolve to handle

"SIGNAL" Brand Navels, "BICYCLE" Brand Lemons.
W. B. Stringer, Toronto, District Agent

## Our Christmas Orders

are now about all filled.

We would be pleased to have your sorting up orders for Oranges, Lemons, Bananas, Grapes, Cranberries, Nuts, etc. Same will have our prompt attention.

Wishing all the Compliments of the Season.

HUGH WALKER & SON

YOU have our best wishes for a
HILARIOUS CHRISTMAS and JOYFUL NEW YEAR

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

## FISH FISH FISH

In the Rush of Xmas Trade do not overlook that this is Advent and the time to push the Fish Trade

#### **BEACON BRAND OYSTERS**

(Sold only in sealed tins, with ice packed around the outside)

Standard		\$1.60 per gal.		(3-gal. tins)
"		1.65 "		(2-gal. tins)
Selects		1.95 "		(3-gal. tins)
"		2.00 "		(2-gal. tins)

Solid Meat-Imperial Measure

## The F. T. James Co., Limited

Fish and Oyster Distributors

Church and Colborne Streets,

**TORONTO** 



TO

## FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING

NEW PACK

BRIGHT LARGE FISH

Also anything you require in

PIKE **PICKEREL** SALMON HALIBUT HADDOCK WHITEFISH SMELTS COD

HADDIES **BLOATERS** SKINLESS COD **BONELESS COD** 

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons. SOLID MEATS

NO WATER ADDED

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish. LARGE ASSORTMENT

QUALITY GUARANTEED

LOW PRICES

4 LONG DISTANCE TELEPHONES. LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE, MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

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

Compliments of the Season to the Patrons and Friends of the **Famous Brunswick Brand** 

Sea Foods

Connors Bros., Limited

Black's Harbor, N.B. Montreal Agents: Leonard Bros. B. C. Agents: Drexel Bros., Vancouver and Victoria

#### **DOUBLE YOUR OYSTER BUSINESS**

How many gallons of oysters do you sell a week? You can easily double the amount. You can have everyone com

shipped direct from the beds where they are shucked into steel cans and packed with ice around the cans-not touching the oysters. This new method keeps the oysters as fresh, natural and wholesome as when taken from the sea. No other method of shipping does this. Guaranteed pure.

"SEALSHIPT" OYSTERS will give you increased trade among the class of customers you most desire to have come into

Hundreds of dealers write "We have doubled our oyster business and our profits since we took a 'Scalshipt Agency,' "Do you want to do it too? Write to-day for particulars,

#### National Oyster Carrier Co.

South Norwalk



Leonard Bros., Montreal. Samuel Egan, Toronto. R. M. Cline, Hamilton. Steele Fruit Co., London W. J. Guest Fish Co. Ltd., Winnipeg. Winnipeg Fish Co., Winnipeg.

#### MARITIME TRAVELERS DINE.

(Continued from page 64.)

H. H. Smith, F. C. McNeil, Mr. McKean, F. Hartt, J. L. McKinnon, A. M. Fraser, A. R. Massie, J. T. Hartt, F. L. Cooper, R. F. Merlin, W. G. Scovil, C. H. McDonald, F. A. Dykeman, W. H. Thompson, W. C. McFarlane, H. B. Myles W. H. Happigon, Laby Koofe, L. A. W. H. Harrison, John Keefe, J. A. Mc-Avity, James Patten, D. A. Fox, J. P. Barnes, H. E. Pyke, J. Metcalfe, E. W. Henry, L. C. Armstrong, W. R. Myles, Mr. Branscombe, R. W. Estabrooks, A. D. McDonald, A. McMillan, J. G. Harrison T. E. G Armstrong and G. B.

The President's Greeting.

The president, R. A. March, proposing the first toast, extended a hearty and cordial greeting on behalf of the new Brunswick members to the representatives from Nova Scotia. He was glad to welcome their other guests and the members of other associations. He hoped it would not be long before they would all form part of one great Dominion travelers' association. He was pleased to see so many of the employers present. He thanked the members for electing him president and he thought the passing of the presidency from one province to the other would result in cementing the men more closely to-

The toast to the King was then drunk

with musical honors.

Vice-president A. E. Massie, proposed the Governor-General of Canada and the Lieutenant-Governors of the Maritime Provinces. This was honored by singing the Maple Leaf and They Are Jolly Good Fellows.

Future of the Provinces.

Lieut-Governor Tweedie in reply made a witty and pleasing speech which elicited frequent applause. He paid a warm tribute to Earl Grey, than whom there had never been a more popular governor-general since confederation. spoke of his faith in the great future of the Maritime Provinces. New Brunswick was occupying a more prominent position in a commercial way than ever before. Vast quantities of goods were being exported through this port, which was growing in importance every year. The Governor then referred to steps to preserve the forests which were of such great value to the province. It was a great pleasure, he said, to meet the members of the association who were such important factors in developing the commercial interests of the Dominion. They were acquainted with the people of all districts and were constantly opening up trade. He hoped the association would grow and prosper and he wished them all a Merry Christmas and a Happy New Year.

A quartette composed of Messrs. March, Cooper, Cole and Massie then sang two selections, which were heartily

#### Commercial Information.

A diversion in the toast list was made so that Judge McLeod might be heard on the subject of commercial law. His

honor was given a very hearty reception. He said the subject on which he had been asked to speak was such a comprehensive one that he would not be able to do other than to touch on some of the main points in a general way. He first dealt with the subject of "principal and agent." An agent was one who was employed by another and contracts made by him were binding on the principal so long as the agent acted within the scope of his authority. He spoke of the different classes of agents and defined the scope of their authority. He also paid some attention to the question of "employer and employe," showing when and why an employer was liable for acts of his employe. In closing, he said he was glad to meet the class of men who were present and who were the business men of the country. He believed the association to be a good and a valuable one, and he wished them every success.

#### The Mayor Speaks.

J. Petrie proposed the toast to the Mayor and corporation of St. John, to which Mayor Bullock responded. His worship extended a cordial welcome to the visitors on behalf of the city.

He referred to the time when he was one of their number. He had started out on the road from his father's office when nineteen years old, and had done a fairly good business. He recited some of the changes that had taken place in the work and manner of getting business in the past twenty-five or thirty years. The traveling men of the present day had a much easier life than in the old days. He concluded by wishing the members of the association every suc-

After a solo by Mr. McKean, Secretary James Jack proposed the toast of the Boards of Trade and Commerce of the Maritime Provinces, coupled with the names of G. E. Faulkner, president of the Halifax Board, and of W. E. Foster, president of the Board in St. John.

Mr. Faulkner spoke of the excellent support given the Halifax Board of Trade by the business men. Referring to the discussions which arose at times regarding the merits of St. John and Halifax. he did not attach much importance to them. Halifax was proud of the progress of St. John. Both cities were making progress and nothing could keep both ports from growing. He congratulated the president on his election and the justice he had done to the occasion.

Mr. Foster referred to efforts which St. John was making to develop the export business. He urged that when such associations as the commercial travelers' and Boards of Trade met they should avoid sectional subjects and discuss matters of interest to the three Provinces. He placed himself on record as in favor of Maritime union and expressed the opinion that the verdict of the people if taken would be in its favor.

#### Transportation Facilities.

After a selection by the quartette, the chairman called on W. S. Fisher to propose the toast of the Transportation Companies. Mr. Fisher, after speaking in terms of praise of the railways of Canada and paying a special tribute to the C.P.R., went on to refer to the resources of the Maritime Provinces and the want of willingness on the part of the people to invest their money in development. In the manufacturing line he said more had been done and as many as 150 Maritime Province concerns were now shipping goods to Quebec, Manitoba and the great West.

Much that had been done was due to the transportation facilities. He believed the Maritime Provinces could produce goods as cheaply or more so than elsewhere, but the courage to go after the business was lacking.

J. M. Lyons, of the I.C.R., and A. C. Currie of the D. A. R. replied to the

F. C. McNeill, in Highland costume, sang a couple of Scotch songs, which were very heartily received.

Geo. B. Hegan proposed "Our Guests," coupled with the names of Hon. J. D. Hazen and Dr. Daniel, M.P. Both made ecellent addresses.

A solo by Frank Cooper followed.

The last toasts on the list were those to "The Press," "The Ladies," and "The Dinner Committee," each of which was pleasantly responded to.

#### Business Meeting Follows.

On the morning following members of the association to the number of about seventy met in the Board of Trade rooms and discussed matters of general interest. A delegation of employers was present and the time was profitably

Considerable credit is due President March and Secretary Jack for the very successful gathering.

## FROZEN

For Prompt Shipment.

**Get Our Prices** 

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

ONTARIO

BLIND RIVER

# May Evolve Flat Rate of Assessment

Toronto's Assessment Commissioner, Discussing New Act, Believes That Personal Property Tax Will Never Be Revived—Future Development May Place the Burden Upon the Real Estate.

"It may be that time and public opinion will exert their influence in fixing a flat rate of assessment, or it may be that the business assessment by slow gradations will entirely disappear, leaving the real estate to bear the burden."

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This was the statement made by Mr. J. C. Forman, Assessment Commissioner, of Toronto, in his address before the second international conference on State and Local Taxation, held in Toronto recently. Mr. Forman's discussion of the new Assessment Act will prove of interest to business men throughour Ontario.

Mr. Forman pointed out that, prior to the operation of the Assessment Act, which came into force in January, 1905, grave and general dissatisfaction existed with the Personal Property tax.

#### How It Works Out.

"The Business Assessment, which took its place, was a change radical in its nature and final in its result. For instance, a retail merchant is assessed for the premises occupied by him in his business at say \$8,000. His business assessment (where the population is over 50,000) is 25 per cent. of the said assessed value, or \$2,000.

"His personal taxes, therefore, are levied on this \$2,000; he can, if he wishes, ascertain this himself by referring to the assessment roll, should he purpose occupying some store, and thus place himself in a position to know the taxes chargeable against his business, subject, of course, to any further increase in realty. He is not, therefore, concerned at the approach of the assessor, he is not called upon to submit a statement of his assets and liabilities, nor is he asked any question whatever regarding the particulars of his business. The assessor simply enters his name in the roll and rates him as a retailer, after which his business assessment becomes automatically fixed.

"The same method applies to every other line of business. It does away with the delving by the assessor into the affairs of everyone doing business, although it is not claimed that the new system is equitable from a basis of wealth. In fact, it cannot be for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small premises and vice versa, but it has this effect, that no one escapes and all contribute more or less to the burden of taxation.

#### Assessing Income.

"The change in the assessment of income is great, and, as a revenue producer, is far ahead of any legislation heretofore granted. The result is that every resident of every municipality in Ontario in receipt of income from other than personal earnings, is liable to assessment in respect of such income: thus, the dividends from all financial corporations, such as banks, insurance and loan, and trust companies, are assessable, and these companies are required by the Act to make and do make an annual return of such dividends.

"No professional man escapes taxation, and no less an amount than \$100 shall constitute a business assessment.

"Machinery is given to the assessor to carry out the provisions of the Act. Employers are to give or furnish to the assessor the names, places of residence and wages, salary or other remuneration of their employes.

#### Different Ratings.

"A question naturally arising would be: 'Why rate some 25 per cent., some 50 per cent., some 60 per cent., and so on up to 150 per cent.?'

"The answer is that in framing the Act and considering its effect on the different municipalities throughout Ontario as a means of providing taxes, it was necessary that its operation should provide at least as much taxes as were collectable under the old Act. To prove this, statistics from 72 municipalities in Ontario showing the total assessment of their real and personal property and income were collected, and statements were obtained also of the amount of taxes collectable from the merchant, the manufacturer, the wholesaler and others, and the assessed value of their real property, so that by applying the present ratings, it was satisfactorily demonstrated that no loss in taxation to any of these places would result.

"In the case of the wholesale merchant, land values do not reach the figures of the lands occupied by the retailer, and are more normal in value. It is not necessary for him to occupy the congested districts. He has very large capital and his rating of 75 per cent. on the value of his premises will, as a rule, be favorable to him as compared with taxes leviable on personal property.

"The rating of the manufacturer is 60 per cent. Generally speaking, he has large capital invested in machinery and plant, which are exempt from assessment. His premises do not demand anything in the way of special architecture, hence his premises are economically constructed, but on the lines of solidity. In some branches of manufacture the buildings are even lightly constructed. It is not necessary that he be centrally situated, so his land is lower in value.

"Such reasons were considered in fix-be openly false or misleading.

ing the different ratings. That they may be disturbed remains to be seen. Experience will point out the weaknesses.

#### The Substitute Preferred.

"As a substitute for the Personal Property tax, the Business Assessment provided for in the Act, passed in 1904, by the Ontario Government, is so far in advance of the former system that the assessment of Personal Property, as such, will, in my opinion, never be revived.

"In conclusion, I beg to add that I have received from many of our whole-salers, manufacturers and others, and from the Secretary of the Retailers' Association, an almost unqualified statement of their preference for, I do not say, of entire satisfaction with, the Business Assessment as a substitute for the Personal Property tax."

#### RETAIL MERCHANTS' ASSOCIA-TION NOTES.

The Retail Merchants' Association of Canada are launching a booklet against the co-operative store movement, which has been gaining a foothold in certain parts of Canada. The booklet will be widely distributed. It contains many arguments against and illustrations of the alleged failure of co-operative concerns.

The Dominion Parliament will convene on January 20, and the association, which will ask several amendments and additions to the present statutes, will shortly have its programme formulated for presentation.

The General Executive Board met last week and decided to hold a business man's supper in the city in January, the date and details of which will be arranged later.

The General Executive Board of the Toronto Association is determined to carry out a campaign in the interests of honest advertising. Last week a Toronto tailoring house was charged in the Police Court with selling goods not up to the quality advertised, and with not having the facilities, as represented in heir announcements to the public through the press. The association did not win its ease, but will lay another charge against the same firm on the ground of fraudulent publicity. Mr Trowern, general secretary of the association, says that the suit was lost the first time by not being properly presented, and not being sufficiently understood by the court, so far as the purpose of the prosecution is concerned. The association is going to conduct an aggressive campaign against all retail advertising that is known to

#### CHANGES IN THE CANADIAN TRADE

Notes From All Districts of Canada Regarding Sales, Assignments, Dissolutions and New Stores Opened.

#### Ontario

Valleau & Co., grocers, Gooderham, have sold out.

W. J. Martin grocer, Essex, has sold to J. D. Sauve.

J. K. Blain, grocer, Simcoe, has sold to Frank Thompson.

W. N. Johnston, grocer, Toronto, has sold to T. A. Lawlor.

A. Lawrence, grocer, Toronto, has sold to Clara F. Steele.

The assets of Norah M. Thornewell, grocer, Ottawa, have been sold.

Wesley L. Hurl, grocer, Lakefield, is advertising his business for sale.

H. J. Clark, grocer, Kingsville, has sold his business to E. R. Wigle.

Thos. Haskett, grocer, Toronto, has been succeeded by A. T. Campbell.

Thos. Hicks, baker and confectioner, Essex, has sold to Charles Billings.

C. and N. Fraser, confectioners, Hamilton, have sold to S. C. Stewart.

F. F. Humphrey, fruit and fish dealer, Hamilton, has disposed of his business to Rymal & Thorpe.

T. D. Hicks, has bought out Angus Livingstone's grocery. flour and feed business, Mt. Forest.

F. LePlante, grocer and manufacturer of mince meat, Toronto, has sold his grocery business to R. Gauthier & Co.

#### Quebec.

H. Deslauriers, grocer, Hull, has assigned.

Giguere & Frere, grocers, Montreal, have dissolved.

D. Giguere & Fils, grocers, Montreal, have registered.

Roberts & Co., confectioners, Montreal, have assigned.

Taylor, Barnet & Co., grocers, Montreal, have dissolved.

Cockels, Petrakos & Co., confectioners, Montreal, have dissolved. Bell & Kerr, general merchants,

Cowansville, have dissolved.

Hulburd & Bell, general merchants

Cowansville, have registered.

Joseph Belisle, general merchant, Bonaventure River, has assigned.

Victor Beaulac, general merchant St. David D'Yamaska, has assigned.

J. O. Normond & Co., wholesale pro-

visions, Montreal, have assigned.

R. Robertson general merchant, Little

Cascapedia, is offering to compromise.

Lebrecque & Pullerin. wholesale grocers, Montreal, have dissolved partnership.

Rivest & Lefebvre, who conducted a butter factory at Sherrington, have dissolved. Roberge & Roberge, general merchants, St. Ferdinand, suffered loss last week by fire.

Guyon & Handfield, general merchants, Contrecoeur, have assigned to Vincent Lamarre.

C. Thibault & Co., general merchants, St. Anne des Monts, have assigned to V. E. Paradis, Quebec.

The assets of Longchamps & Gosselin, general merchants, St. Ephrem Station, were sold on the 23rd inst.

A meeting of the creditors of John Slevin, general merchant, La Petite, Riviere St. Francois, will be held on Dec. 26 to appoint a curator.

#### Western Canada.

Marshall Bros., grocers, Vancouver have sold to R. E. Sealbrooke.

A. McKenzie & Co., grocers, Jubilee Station, B.C., have sold to B. B. Hooton.

James Cheyne, grocer, St. James, Man., has been succeeded by H. Thompson.

J. C. Leach, general merchant, Valley River, Man., has assigned to C. H. Newton.

Amunds & Nystuen, general merchants, Hanley, Sask., have been succeeded by the J. A. Nystuen Co.

The estate of Anson & Co., general merchants, Radisson, Sask., has been sold at 65 cents on the dollar.

#### Maritime Provinces.

C. K. Koory & Co., grocers, Port Hood, have assigned to G. O. Forsyth.

The general store of T. A. Barnhill & Co., Belmont, was destroyed by fire last week. The loss was \$5,000.

To Avoid The Financial Crisis, Handle

# SHAMROCK

BIG PLUG SMOKING TOBACCO

It will pay you a good profit Besides building you a trade

#### McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

#### Imported Cigars from Philippine Islands

Germinal

Pikaninny, 1/20, \$37.50 Damas, 1/20, 55.00 2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

#### JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076

Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada 506 Lindsay Building, MONTREAL.



# They Pay!



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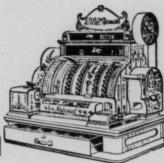
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Phone 1272 Phone 2097

PIPE

TREAL.





Ask the Man Who Has One!

> Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.

Corner Yonge St. and Wilton Ave., Toronto, Ont.

F.E. MUTTON, Canadian Manager

# TRY A CANADIAN GROCER WANT AD.

IF you want a new clerk.

IF you want to rent your store.

IF you want a situation.

IF you want to sell your store.

IF you want to buy a store.

THEY BRING RESULTS

See page 76.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT-WHY NOT?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured Imported Leaf Exclusively

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

# THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean LARGER BUSINESS—BETTER SERVICE—REDUCED EXPESE and LARGELY INCREASED PR OFITS.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg. Man. Saskatchewan and Alberta; J. C. Stokes, Regina, Sask. Montreal; Kenneth H. Munro, Coristine Bldg

#### The Walker Bin and Store Fixture Co., Limited Designers and Manufacturers of Berlin, Ontario

Modern Store Fixtures

REDIT custo-mers make

less trouble than one else



#### Allison Coupon Books

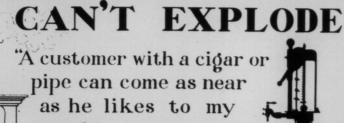
are used. Reduce expenses, eliminate losses, prevent misunder-standings-paying for themselves many times over.

OFF A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with \$10.00-no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$16.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as THEY WORK

For sale by the jobbing trade everywhere

MANUFACTURED ALLISON COUPON CO. INDIANAPOLIS, IND.

Just say you saw the ad. in The Grocer.



"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO



# Elgin National Coffee Mills

40 Sizes and Styles

Fastest Grinders Easiest Runners grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS ELGIN, ILLINOIS, U.S.A.



We make a specialty of

#### COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

#### SHIPPING TAGS

The Merchants' Gounter Check Book Co., Ltd. TORONTO - MONTREAL Canada

# Christmas Competitions

# for Grocers and Grocery Clerks

With a view to helping our subscribers in the departments of Window Dressing and Advertising—two very essential features in the grocery business—The Canadian Grocer has arranged two Christmas contests, the particulars of which are given below:

#### WINDOW DRESSING CONTEST

\$20

All that is necessary to enter this contest is to send a fair-sized photo of one of your Christmas show windows, which we presume will be decorated with special regard to the holiday season, to us together with a description of the window and the name of the person who dressed it.

in

To make the contest more even contestants are divided into two classes:

Prizes

I.—Grocers and clerks in city stores.

II.—Grocers and clerks in country districts.

A first prize of \$7 and second of \$3 is offered in each class, \$20 in all.

Address photo "Editor, Caradian Grocer, 10 Front Street East, Toronto," and mark it "Window Dressing Contest." Convetition closes Pecenber 31.

#### ADVERTISING CONTEST

Prize

Most up-to-date grocers, even some who do not use newspaper space at any other time of the year, do so at the Christmas season. We want to get copies of these advertisements to help the grocers of Canada to get better results from their advertising. To create an interest in this we are offening a prize of \$5 for the best advertisement of groceries, confectionery, etc., for the holiday trade.

\$5.00

All that is necessary is to forward one or more of your ads clipped from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced early in January.

Address advertisements to "Editor, Canadian Grocer, 10 Front Street East, Toronto," and mark it "Advertising Contest," Competition closes December 31.

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#### Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

#### Yearly Contract Rates.

100	words each			year months			
	44			months			
50	**			year			
- ++		**		months		00	
25			1	year	10	00	

#### PERIODICALS.

A DVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUB-LISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

#### MISCELLANEOUS.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

A DDING TYPEWRITERS write, add or subtract in one operation. Elliott Flaher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No: 3 Jarvis St., Toronto. Telephone, Main 1578. Art, good workmanship, business methods.

#### DUPLICATING DEVICES.

I F INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

#### MISCELLANEOUS.

DETTER, CHEAPER, SAFER LIGHTING.— The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated bookletand full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

#### BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co.. Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh.
This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

#### WANTED.

TRAVELLERS-Counter check books make a goo side line. Pocket sample; liberal commission Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

#### SAFES.

New AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver.

#### AGENCIES WANTED.

CANNED FISH—A firm of general merchants and produce brokers in the eastern counties (England) desires to act as agents for a Canadian firm canning lobster and other kinds of fish. Box 248, THE CANADIAN GROCER, Toronto.

A PPLES—A firm largely interested in the direct importation of Canadian apples in the north of England wishes to be referred to Canadian growers. Box 247, THE CANADIAN GROCER, Toronto.

CLOTHES PEGS—A firm of merchants and general importers are in the market to purchase supplies of clothes pegs and invite samples and prices for shipment into Manchester. Box 246, THE CANADIAN GROCER, Toronto.

SOUP CUBES- A London firm would like to do business in Canada in conce trated soup cubes. Box 253, THE CANADIAN GROCER, Toronto

WOOD PAILS—An English firm of manufacturers is in the market to purchase supplies of wood pails suitable for holding from seven to twenty-eight pounds of sweetmeats. Box 243. THE CANADIAN GROCER, Toronto.

PRODUCE AGENCIES—A produce broker and importer in the north of England, already representing Canadian interests, is open to consider other direct agencies for various lines of produce. Box 244, THE CANADIAN GROCER, Toronto.

SUGAR-A London firm producing caramel, invert sugar and other brewing materials, wishes to be placed in communication with Canadian importers. Box 252, THE CANADIAN CROCER, Toronto.

A GENTS - A Staffordshire firm of earthenware manufacturers wishes to get into communication with some reliable houses in Montreal and Toronto willing to act asylindent agents or commission agents. Box 256, THE CANADIAN GROCER, Toronto.

DISCUITS AND BROWN BREAD - A Castrias (St. Lucia) dealer in provisions and foodstuffs wishes to make importations of biscuits and brown bread in barrels from Canada, and invites correspondence with Canadian dealers in these articles. Box 245, THE CANADIAN GROCER, Toronto.

Try a business card in The Canadian Grocer.



CAN. S CO., Ltd., TORONTO. AND GROCERS 0 4 BUTCHERS 0

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and general ase supplies ad prices for THE CANAd like to do

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Castrias (St. uffs wishes brown bread espondence Box 245,

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

**QUOTATIONS FOR PROPRIETARY ARTICLES** 

Quotations on staple articles, prepared by our own staff, ports in the centre of the paper The following are prices of proprietary articles which ar s or their agents, who alone are responsible for their accuracy. For charges for inserting quotati ivertising Manager, The Canadian Grocer at our nearest office.

Grocer, at our nearest office.	
Baking Powder.  W. H. GILLARD & CO.  Diamond	Chocolates and Cocoas
Cases. Sizes. Per doz. 4-do:	5-lb. tins per lb 0 37 Condensed cocoa, cream and sugar, doz 2 25 Soluble, bulk, per lb 0 18
Times   Time	London Pearl per lb
MAGIC BARING POWDER   MAGIC BARING POWDER	Sweet Dhocolate— queens Dessert.4-lb. cake, 12-lb. boxes, per lb
MOTAL BARING POWDER.	
B y.i - Dune	Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 4-lb. pkgs, 4-doc, in case.  Chocolate— Maple buds, 5-lb. boxes, lb. 0 3:  Vanilla wafers, 0 35  " "2s, o-lo. boxes, lb. 0 28  " "2s, o-lo. boxes, lb. 0 28  Ginger, 5-lb. boxes, lb. 0 30  Milk sticks, box. 1 35  Milk cakes, 5c. size, box. 1 35
cent. discount will be allowed.	Ginger, 5-lb. boxes, lb
Sises   Fer Doz.	Agents, O. E. Coison & Son, Montreal. In 1, 1 and 1-lb. tins, 14-lb. boxes, per 10
Drown Brand	R. S. Molndoe, Agent, Toronte, Arthur M. Loucks, Ottawa. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. R. J. Bedlington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.U.
WHITE SWAN SPICE AND CEREAL MILLS White Swan Baking Powder— 1-lb. tins, 3-doz. in case, per doz	Standard Brokerage Co., Vancouver, B.O.  Elile, 10c size (for cooking), doz 99  Prepared cocca, 12 0 28
Keen's Oxford, per lb	Prepared %s 0 28
Brooms   Per doz.   Pansy   \$\frac{3}{5}\$ 65   600d Luck   \$35 3 25	Mott's breakfast cocoa, 10c ize 90 per dz.  breakfast cocoa, 2s
Bamboo A 25 2 35 B 3 85 B 3 65 C 3 40 D 3 10	"Plain choice chocols te liquors 0 32 "Sweet Chocolate Coatings 0 20 WALTER BAKER & CO., LIMITED. Per lb. Premium No. I chocolate, ‡ and ‡-lb.
" E 2 95	Breakfast cocoa, 1-5, ‡, ‡, 1 & 5-lb. tins 0 41
H-O, COMPANY, ROCHESTER, N.Y.	cakes, 61b. boxes 0 28 Caracas Sweet chocolate, 1 and 1-lb. cakes, 6-lb. boxes 0 35 Auto Sweet chocolate, 1-6 lb. cakes,
Per case. Per case.	3 and 6 ID. DOXes
orce, 36s, \$150 Gusto, 36s \$185 forn-Kinks 3 s, 1.45 H-O. catmeal, 24, 3 10	Varilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins 0 47

1 40	almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.
1 95	Unocolate-
3 85	Maple buds, 5-lb. boxes, lb 0 3i Vanilia wafers, " 0 35
13 60	" " nonpariels,5-lb. box 0 35 " 2's, 5-lo. boxes, lb 0 28 " 2's, nonpareils " 0 28
22 35	" 2's, nonpareils " 0 28 Ginger, 5-lb. boxes, ib 0 30
hen packed in barrels one per count will be allowed.	Milk sticks, box 1 35
LAND'S BAKING POWDER.	Milk cakes, 5c. size, box 1 35
- Dima 8 0 93	Agents, C. E. Coison & Son, Montreal. In 1, 1 and 1-lb. tins, 14-lb. boxes, per
ib	In \$, \$ and 1-lb. tins, 14-lb. boxes, per
12 os. 3 70	omwiner drammings as
1 lb	A. F. MacLaren, Imperial Oncese Co. Limited, Agents, Toronto.
5 lb	
nen packed in barrels one per count will be allowed.	‡ " " 4 " " " 2.40
	1 " " 1 " " " " 4.75
T. KINNEAR & CO.	JOHN P. MOTT & CO.'E.
oz. in case \$1 20	R. S. McIndoe, Agent, Torost , Arthur M. Loucks, Ottawa. J. A. Taylor, Montreal. Jos. B. Huxley, Winnipeg. R. J. Bedlington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.U.
· · · · · · · · · · · · · · · · · · ·	J. A. Taylor, Montreal.
AN SPICE AND CEREAL MILLS	R. J. Bedlington & Co., Calgary, Alta.
Baking Powder-	Standard Brokerage Co., Vancouver, B.C.
1 2	Elice, 10c size
" " 08	(for cooking), doz 0 90 DIAMOND
Biue.	Prepared CHOCOLATE
rd, per lb \$0 17	cocca, 1's 0 28 Prepared
x lots or case 0 16 mmoth, 2 gross box 2 00	1/2'8 0 28
	Mott's breakfast cocoa, 10c ize 90 per dz.
Brooms Per doz.	breakfast coccos, t s
	" No. 1 chocolate, 1
30 2 85	" Navy " is 0 29 " Vanilla sticks, per gross 1 00 Diamond checolate, is 0 24
3 85	Fram choice chocolate ildnots 0 35
3 65	WALTER BAKER & CO., LIMITED. Per lb.
	Premium No. 1 chocolate, ‡ and ‡-lb.
2 95	Garcas Sweet chocolate, i and i-lb.  Carcas Sweet chocolate, i and i-lb.
Cereals	cakes, 6 lb. boxes 0 28
OMPANY, ROCHESTER, N.Y.	Caracas Sweet chocolate, and 1-lb. cakes, 6-lb. boxes
Per case. Per case.	
\$150 Gusto, 36s 8185	3 and 6 lb. boxes 0 35 Varilla Sweet chocolate, 1-6-lb. cakes
3 s, 1.45 H-O. catmeal, 24, 3 10 3.40 Buc's wheat, 36s . 3 50	6-lb. tins 0 47 Soluble cocoa (hot or cold soda
8 3.50 Cara Surch, 36s 2.50 2.85 Fari a, 24s 1.70	1-lb. tlus 0 38
2.50	1-lb. tins
WHITE SWAN SPIC	per box
AND CERBAL MILLS.	Cocoanut.
White Swan Breakfast Food, 2-doz. in case,	OANADIAN COCOANUT CO., MONTREAL.
per case, \$3 60. The King's Food, 2-doz.	5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
in case, per case, \$5. White Swan Barley	15 lb. and 30 lb. cases Per lb.  1 lb. packages
White Swan Barley	Ib " 0 27
White Swan Self-rising	10. 0 28 1 and 1 b. packages assorted 0 36 2 and 1 b "" 0 27 4 lb. packages assorted in 5 lb. boxes 0 28
dos., \$1.30.	% lb. packages assorted in 5 lb. boxes 0 28
White Swan Self-rising	1b. packages assorted in 5 lb. boxes 0 28 lb. " in 5, 10, 15 lb. cases 0 3;
dos., \$1.20.	Bulk-
white Swan Barley (risps, per doz., \$1. White Swan Self-rising Buckwheat Flour, per doz., \$1.20. White Swan Self-rising Pancake Flour, per doz., \$1.20. Wheat Kernels, per doz., \$1.40. Flaked Peas, per doz., \$1.	In 16 15 lb. pails and 10, 36 and 50 lb. boxes. Pails. Tins. Bbls.
Flaked Peas, per doz., \$1.	White Moss, ans strin. 0 19 0 91 0 "

· · · · · ·	0
	vill be found in the market rep
	supplied by the manufacturer
r inserting quotatio	ns in this department apply to Ad
es and Cocoas.	Best Shredded 0 18 0 16
WAN CO., LIMITED	Special Shred 0 17 0 15 Ribbon 0 19 0 17
, per doz. , 2 40	Macaroon 0 17 0 15 Desiccated 0 16 0
ze " 0 90	Desiccated 0 16 0 White Moss in 5 and 10 lb. square tins, 21c. THE ROBERT GREIG CO., LTD.
ins per lb 0 37 ream and sugar, doz 2 25	White Swan Cocoanut—
r lb 0 18	Featherstrip, pails 0 16 Shredded 0 15
r lb 0 22 for Cocoa in bbls., kegs. etc	In packages 2-oz., 4 oz., 8-oz., lb 0 28
colate Per lh	BORDEN'S CONDENSED MILK CO. Wm. H Dunn, Agent, Montreal & Toronto.
cakes, 12-lb. boxes. 0 40	Wm. H Dunn, Agent, Montreal & Toronto. Cases. Doz.
	"Eagle" brand (4 doz)
Sweet Jhocolate-	"Gold Seal" brand (4 doz) 5 00 1 25 "Chall-nge" brand (4 doz) 4 10 1 65
Queen's Dessert,1-lb.	Evaporated Cream— "Peerless" brand evap. cream 4 70 1 21
per lb \$0 38	" hotel size 4 90 2 45
per lb	SE CONDENCED E
boxes per lb. \$3 35	STAGLE BRANDAS
Parisian 8s, 1b. \$0 30	SORDENS S
	ELGINE STOP
s, 12-lb. boxes per lb.0 33 lb. boxes, per lb 0 24	DCC Brond
" " 0 25	EVAPORATE
, pink, lemon, orange.	REAM CREAM
e, pink, lemon, orange, and cocoanut cream, in oz. in case.	atte des
	TRURO CONDENSED MILK CO., LIMITED. "Jersey" brand evaporated cream
b. boxes, lb 0 31	pe case (4 doz.)
nonpariels,5-lb. box 0 35 2's, 5-lo. boxes, lb 0 28 2's, nonparells " 0 28	Relation brand per (ase (4 doz.) 5 15
xes, ib 0 28	
x 1 35 size, box 1 35	JERSEY CREAM
olson & Son, Montreal.	C STORY
ins, 14-lb. boxes, per	
0 35	
ORP'S COCOA	THE THE PARTY OF T
Agenta, Toronto.	Taurio Mila Ce de Service Ce d
	Coffees.
9.00	EBY, BLAIN CO. LIMITED. Standard Coffees.
MOTT & UO.'E.	Roasted whole or ground. Packed in damp- proof bags and tins.
Loucks, Ottawa.  Loucks, Ottawa.  ylor, Montreal.  xley, Winnipeg.	Club House \$0 32
xley, Winnipeg. n & Co., Calgary, Alta. ge Co., Vancouver, B.U.	Nectar 0 30 Empress 0 28
ge Co., Vancouver, B.U.	Duchess
DIAMOND	Fancy Bourbon
CHOCOLATE	Golden Rio

Crushed Java and Mocha, whole... 0 17
Golden Rio... 0 17
Golden Rio... 0 18
Gold Medal, 1 and 2 1b. tins, whole
or ground... 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy
Glass Jars, ground 1 lb. tins,
ground... 0 22
English Breakfast, 1 lb. tins, ground 0 18
THOS. J. LIPTON retail wholesale
Lipton's "Special" blend
coffee, 1 lb. tins, ground 0 30
JAMES TURNER 4 00. Per lb
Mecoa... \$ 632
Damascus 0 28
Cairo 0 20
Sirdar 0 10
Hecoa... 0 17
Old Dutob Bio... 0 12
PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Lafiamme, Montreal an
Toronto.
5 0s. bottles, 4 doz, per doz... 1 75
10 " " 5 09
THE ROBERT GREIG CO., LTD.
White Swan Blend. THE ROBERT GREIG CO., LTD. White Swan Blend.



1-lb. decorated tins, 32c. lb Mo-Ja, j-lb.tins 30c. lb. Mo-Ja, 1-lb.tins 28c. lb. Mo-Ja, 2-lb.tins

Cafe des Epicures—1-lb. fanoy glass jars, per dox., \$3.50. Cafe i Aromatique—1-lb. amber glass jars, per dox., \$4. Presentation. With \$ tumbiers; \$10 per dox



THOMAS WOOD & CO. 

Choose -Imperial 

 Large size jars, per doz.
 \$3 25

 Medium size jars, "
 4 50

 Small size jars, "
 2 40

 Individual size jars,... per doz...... 1 00 Imperial holder-Large size,doz. 18 0J Med. size " 17 00 Small size " 12 00 MACLARENS IMPERIAL CHEES Roquefort-

#### Peanut Butter.

MACLARBN'S IMPERIAL CHEESE CO. LTD. Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons..... \$3.50 ezch 8mall " 50 " 3.60 " As:orted, cases, 26 small, 12 large 3.55 " Net 30 days.

CONTRACTIONS			
THE COWAN CO., LTD. Cream Bars, 60's, assorted flavors, box Milk Chocolate Sticks, 36 in box. Do cakes, 36 in box No. 2, Maple Buds, 5-lb. boxes, lb.	1200	80 35 55 33 25 36	
Nut Milk Chocolate, ‡-lb. cakes, 12-lb. box, lb	0	40	



Cleaner.

THOMAS J. LIPTON
Prices on application.



# RISING DURABLE ALLEN 3000 TONS SORTER SUN STOVE POLISH POLISH

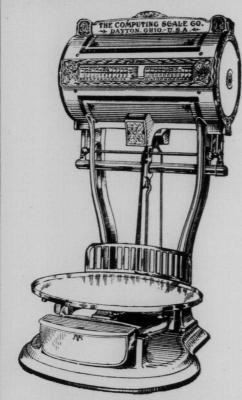
IN CAKES



RAILROADS ARE TRYING to DEFEND THEMSELVES from dangerous, inflammable polishes and have now universally adopted rule requiring the manufacturers to put a warning label on the outside of each case of such goods before they are accepted as freight.

Our goods do not need the new label-they are absolutely non-inflammable and perfectly safe for use or transportation anywhere. RISING SUN Stove Polish in Cakes and SUN PASTE Stove Polish in Tins are made right and bring the customer back-not with complaints but with repeat orders for more. Push

MORSE BROS., Props. Canton, Mass., U.S.A.



DAYTON MONEYWEIGHT SCALE NOTE THE LOW PLATFORM

Overweight Problem

# Solved!

With this 1909 visible, self-weighing, self-tomputing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

### Automatic Weighing Machine

-accurate, reliable, durable.

Gives the exact weight for the exacting dealer.

Gives the exact weight for the exacting dealer.

Gives the exact weight to all customers.

True as steel and built for a lifetime of exact weighing.

Weighs to an ounce, computes to a cent.

Low platform—only 6½ inches from the counter.

Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature. No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money. THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

### The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

ONE BAG OF

# MOLASSINE

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00,

SOLE IMPORTER

ANDREW WATSON

91 Youville Square



#### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in 1/4 gross cases

> Bulk in 7-lb. Pails, 1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., -

Toronto, Ont.



perfectly lywhere. nd SUN de right th com-Push

10

itch, t, no



# Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

# José Segalerva

Malaga, Spain

ROSE & LAFLAMME Limited

Montreal and Toronto

#### Jams and Jellies.

SATORE'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Laffan.me, Montreal and Toronto. 1-lb. glass jar, screw top, 4 doz., per doz 2 20 THOMAS J. LIPTON Prices on application.

Jelly Powders



Assorted flavors—gross 10.75. Aren Imperial Cheese Co.. Limited







Lard.



Lye (Concentrated) GILLETT'S PERFUMED. Percase Marmalade.
WINDSOR, MONTREAL



and 1 in.	CITTO		
Preserved Ginger Man	malade,1	lb. glass	jars.
Pineapple Green Fig	1	**	**
Green Fig and Ginger	. 1	**	**
Lemon	" 1	**	**
Grape Fruit Prices and special	" quotation	ns.	"

T. UPTON & CO.

THOMAS J. LIPTON Mince Meat 

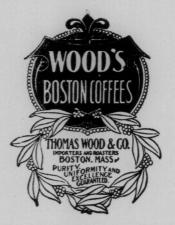


ST. CHARLES CON-DENSING CO.

Mustard OLMANS OR KEENS tins ...... per dez. \$ 141

3-10 1105	2 30
1" 1-tb. tins "	5 (0)
Durham 4-lb. jar per jar	6 15
the fire the fire	
1-ib. jur	0 .0
F.D 1-lb. tins per doz.	U 85
" 1-lb. tins "	1 45
Olive Oil	
LAPORTE, MARTIN & CIE., LTD.	
Minerva Brand-	
345	
MINICITA, QUE. 128	5 75
pts 24's	6 50
" -pts. 21's	4 25
Sauces	
PATERSON S WORCESTER SAUCE	
Agents, Rose & Laffamme, Montrea	' and
Toronto	
1-pint bo.tler, 3 & 6 doz., per doz	0.93
pint " 3 dez	0 30
	1 15
TH MAS J. LIPTON	
Prices on application	
gode	
Sour	





# A MERRY CHRISTMAS TO ALL

"'Tis the season for kindling the fire of hospitality in the halls, the genial flame of charity in the heart."

Innumerable are the kindly messages that Christmas suggests, and the best of them we send to our friends.

And while your stores of material wealth are being distributed to stimulate "hospitality in the halls" of your customers, remember that

#### **WOOD'S COFFEES**

are what is wanted to add the right glow to the "fires" there kindled.

Canadian Factory and Salesrooms: No. 428 St. Paul Street, MONTREAL

Scap and Washing Powders.	JAMES' DOME BLACK LEAD Per gross	Red Label, 1's 0 40 0 60  LAPORTE, MARTIN & CIE, LTD.	Lo
A P. TIPPET & CO., Agenta.	6a size \$2 40	Japan Teas—	Lo
maypole soap, colorsper gross 10 20 black 15 30		Victoria, hf-c, 90 lbs 0 25 Princess Louise, hf c, 80 lbs 0 19	
Ordele seen II 10 90	NICKLE PLATE STOVE POLISH.   2 90   Quarts   5 40		-
Gloriola toao	½ gallons 5 10	Ceylon Green Teas—Japan style—	-
	† gallons 5 10 Gall ns 4 80 gallons 4 50	Lady, cases 60 lbs 0 18 Duchess, cases 60 lbs 0 19	
HAND CLEANER COMPANY	Syrup.		6
Y PT HOUSE TO SHARE A	MANUAL PROPERTY OF THE	The state of the s	I
SCHUINE AND ORIGINAL S 3 drz. to box \$3 45	Barrels, 600 lbs 0 032 per b.	RANGE BLUE RIBBON TEA CO., TORONTO	36
6 doz. to	Half-barrels, 350 lbs 0 03	BLUE TEA	1
box \$6 90	2-gal. pails 25 lbs	Wholesale Retail	
SAND GLEANER 30 days.	## EDWARDSBURG STARCH OO., LTD.  "Crown" Brand Perfection Syrup.  Barrels, 600 lbs	Yellow Label, 1's 0 20 0 25	
SNAP COMPANY	1 lb. tins, 1 dos. in case	Green Tabel 1'8 0 21 0 25	
MONTREAL	10 " " " 2 65	Green Label, 1's and 1's 0 24 0 30 Blue Label, 1's and 1's 0 25 035	-
	(5, 10 and 20 lb. tins have wire handles.)	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 0 50	
SONIED.	ST. LAWRENCE STAR H CO., LIMITED.	White Label, 1s, 4s and 4s. 0 35 0 50 Gold Label 1 s and 4s 0 42 0 60	
	Barrels, 60 lbs 0 032 per lb.	Yellow Label, 1's	-
No. 1 White or bius, 4-lb. carton.	Half-barrels, 350 lbs 0 031 per lb.		
Oanada laundry	Barrels, 80 lbs. 0 034 per lb. Half-barrels, 350 lbs. 0 034 per lb. Kegs, 150 lbs. 0 034  2-gal, pails 25 lb. 1 25 each  384 lbs. 1 75  2-lb. tins, 24 in case, per case 2 40  5-lb. "12" 2 75  10-lb. "6" 2 65  20-lb. "3" 2 60	/	
Silver gloss, 6-lb. tin canisters 0 08	2-lb, tins, 24 in case, per case 2 40	RAM LAL'S	
Kegs silver gloss, large orystal 0 08	5-lb. " 12 " 2 75	YAK PURE	
Benson's satin, 1-lb. cartons 0 08 No. 1 white, bbls. and kegs 0 061	20-lb. " 3 " " 2 60	INDIANTEA GARAFEED ASSULTED PINE AS MANUFACTURED OF THE COMMON OF T	
Canada White Gloss, 1-lb. pkgs 0 001		GUARANTEED ASSOLUTELY PURE	
Benson's enamelper box 1 50 to 3 00 Oulinary Starch	THE	GARDENS OF INDIA.	1
Benson & Co.'s Prepared Corr 0 071 Canada Pure Corn	ISALADA" "SALADA"	Wholesale Retail	
Pion March -		Pink Label 1's and 1's 30c. 40c.	Wo
Edwardsburg No. 1 white, 1-lb. car. 0 10 "1" or blue, 4 lb. lumps 0 8	CEYLON TEA CO.	Gold Label 1's and 1's 35c. 50c.	***
8 BRANIFORD STARCH WORKS, LIMITED	Brown Label, I's 4's Wholesale, Retail,	Green Label 1's and a's 50c. 75c.	P
Untario and Quebec.	Brown Label, I's, i's		bla
Canada Laundry, boxes of 40-lb. \$0 06	Red Label, 1's and 1's	Gold Tins, 3's 35c. 1.05 50c. 1.50	
Acme Gloss Starch— 1-lb. cartons. boxes of 40 lb 0 64	Gold Label, 1's 0 44 0 60	Canisters Gold Tins, 5's Gold Tins, 5's Gold Tins, 1's Gold Tins, 1's Gold Tins, 1's 18c each 50c each	
Finest Quality White Laundry-	1111000000	Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb. Red Tins, 1's 35c ea. 70 lb. 5(c ea. 10 lb. Red Tins, 2's 18c ea. 72 lb. 25c ea. 1.00 lb	Sm
8-lb. Canisters, cases of 48 lb 0 067 Barrols, 200 lb 0 72 Kega 150 lb 0 Un	LIPTON'S TEA	Red 11115, 28 100 ca. 1210. 400 ca. 1.0010	
Lily White Gloss—	Thomas J.	MELAGAMA	Oh
1-lb. fancy cartons, cases 30 lb. C 08 6-lb. toy trunks, 8 in case 0 08	Lipton	TEA.	-
6-lb, enameled tin canisters, 8	75 Front St.	MELAGANA) ICI	
in case	East, Toronto.  By secont appointment	MINTO BROS.,	
Brantford Gloss-	EXTRA CHOICEST BLACKTEATER	55 Front St. East	
1-lb. fancy boxes, cases \$5 lb \$0 08 Canadian Electric Starch—	BLEN AND INDIA.  BLEN POUNS NETT		
Boxes of 40 fancy page., per case 8 00 Celluloid Starob—		Wholesale Retail.	
Boxes of 45 cartons, per case	Packed in air-tight tins only.	Diaca, Broom, miraca, per	
Ohallenge Prepared Corn—	Blue label 1's and 1's 0 24 0 30	" 1 lbs. 4: hs. 0 40 0 60	C
Jo. 1 Brantford Prepared Corn—	Orange " 1's, 1's and 1s 0 30 0 40 Pink " ½'s & 1's, tins 0 35 0 50 Red " Dominion blend,	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	St.
Challonge Prepared COTD— 1-lb. packages, boxes 40 lb 40. 1 Brantford Prepared COTD— 1-lb. packages, boxes 40 lb	Red "Dominion blend,	11 11 1 1 1be de 0 30 9 40	St.
1-D. Dackagos, Donos to Lo 0 0/2	g's and 1's 0 44 0 60 Gold "Afternoon blend,	** ** \$8	Ch
pan toy starch. pages, cases 5 doz., per case 4 75	Gold 'Afternoon blend, 2's and 1's 0 50 0 70	ii	El
Stove Polish.		We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All	El
Per gross. Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50		delivered prices.	Pel
Rising Run. 8-oz cakes gross boxes 4 50		13-33-54	Qu
Sun Paste, 10c. size, 1-gross boxes 10 00 Sun Paste 5c. size, 1-gross boxes 5 00	\ LUDELLA /	Ceylon Tea, in	Col
<b>6</b> 55	CEVI ON TEA	RURE CEYLON TEA 1 and 4-lb. lead packages, black or mixed.	
GEISING SUNT	WELYLUN ILAM	AURE CEYLON TEA Or mixed.	
1 S September 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
TOVE POLISIE	Blue Label, I s 0 20 0 as	Black Label, 1-lt., retail at \$50 \$0 20	*
For durability and for the cheapness this prepa-	Blue Label, 1's 0 20 0 26 Blue Label, 1's 0 21 0 26	Black Label, 1-lt., retail at \$50. 90 20 11 1-lt. 90 21 12 12 12 12 12 12 12 12 12 12 12 12	Ab
ration is truly univalled.	Blue Label, ½'s	Green Label. " 400 0 30	NE.
The state of the s	Brown Label. 1's 0 80 0 40	Bed Label, " 50c 0 35 Orange Label, " 50c 0 42	Ro



THE CANADIAN GROCER

VARNING

bitality in

them we

The Property of the Party of th

manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glaubar-Salts (Sulphate of Soda), a cheep product which is not only entirely useless for washing purposes, but is even likely to injury the fibrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than HRUNNER MOND'S PURE SODA GRYSTALS, are in reality much deaver owing to the large quantity of useless and injurious mastrer which they contain.

SODA DRYSTALS (WASHING SODA)

Brand

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

Old Count y, 1's and ½'s.... 0 35 5 o'clock, 1's and ½'s.... 0 42 H M.B., 1's and ½s..... 0 75 Ridgway's Standard Bulk Blend in at all our branches in Canada.

ntreal and Boston

0 60 0 50 0 40 either

Total Signature

for best values in

POSTERNOS PROPERTO DE

reight bring inquiries. Matter veries for ratios to

dani & Co

88888888 88888888

a la Capada :

81 10

90 8

THE PROPLE 0 7

are now buying things in the United States which they ought to buy in Carrach. They don't know what we can do. A small advantament in the

MINGSHON PENN'A FILE

bring results. Try one. The Canadian Grocer The Gondensed Ada, in 1908

190

TO YOU -

Happy Holidays

and

**Plenteous Prosperity** 

for

the New Year.

VERRET, STEWART & CO.

MONTREAL

1909

1909

#### To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

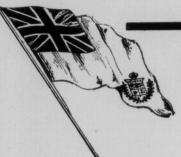
Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like Wethey's Condensed Mince Meat?

All jobbers.

3 doz. to a case.

J. H. WETHEY, LIMITED ST. CATHARINES



# Prosperity and Good Wishes for the New Year

# **Empire Brand**

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

Our Travellers are starting out with a lot of bargains — It will pay you to see them.

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

E

53 F