

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 20, 1907.

NO. 51.



Little Talk is required to make the first  
sale of

## Robinson's Patent Barley

None at all is necessary after your  
customers have tried a tin, it sells  
itself.

Healthful, nourishing and just the  
best thing for family use.

Ask your jobber, or write us for a sample.

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



The Compliments of the Christmas Season  
to all the thousands of friends of

## "Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., ½ Brls.
5 " " " 1 " "	Kegs and Pails
10 " " " ½ " "	
20 " " " ¼ " "	

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

Benson's "Prepared" Corn

Edwardsburg "Silver Gloss" Starch

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL





There is no reason why you should not place orders once, twice, or as many times a year as you like. We will ship any quantity, and you can get our specialties shipped direct to you from our factory, if your order is placed with a wholesale house.

---

**Crosse & Blackwell,**  
LTD.

**"Purveyors to the King"**

AGENTS:

**C. E. COLSON & SON**

**MONTREAL**



**Codou's** ¶ The faultless product of a faultless factory a factory

whose seventh time enlargement is due entirely to

*The Satisfaction of Unvarying Quality*

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

**Macaroni**

**Taylor's**

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

*Unvarying Quality*

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

**Peels**

**"Thistle"**

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

*Unvarying Quality*

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

**Haddie**

*Arthur P. Tippet & Co.*

*Sole Canadian Agents*

*8 Place Royale, - Montreal*





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**EDMONTON.**

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

**HALIFAX, N.S.**

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

**HAMILTON.**

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

**MONTREAL**

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

**FOR SALE**

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

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

Phone Bell Main 3938.

**CHAUSSE & CIE.**

Wholesale Manufacturers of

**OILS AND ESSENCES**

Write for prices and particulars

MONTREAL, QUE. OTTAWA, ONT.  
322 Notre Dame St. E. 49 Anglesea Square

**MOOSE JAW**

**BUNNELL & LINDSAY**  
MOOSE JAW

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

**ELSON & WHITLOCK**  
MOOSE JAW, SASK.

Manufacturers' Agents and Commission Merchants  
Wholesale Fruits and Produce  
Large Track Warehouse Accommodation  
Correspondence Solicited

**THE MOOSE JAW FRUIT AND PRODUCE CO.**

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

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**

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

**REGINA.**

**G. C. WARREN**

Box 1036, - - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**TORONTO.**

**ON SPOT**

BEANS

EVAPORATED APPLES.

RAISINS

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

**FANCY PULLED FIGS**  
"FRANCO" BRAND  
Two and Four Crown.

**SULTANA RAISINS**  
"F. A." BRAND

Fine, Selected, Excellent and Choicest.  
ON SPOT

**Anderson, Powis & Co.**  
Agents

15 Wellington Street East, Toronto

**W. G. A. LAMBE & CO.**

Toronto

Grocery Brokers and Agents.

Established 1885.

**MacLAREN IMPERIAL CHEESE CO.**

Limited

AGENCY DEPARTMENT.

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers

29 Melinda St., Toronto

**Many Good Lines Lie Dormant**

On Grocers' Shelves

**Keep Yours on the Move**

by appointing a

**Working Resident Salesman and Advertiser**

**JNO. J. WATT**

Manufacturers' Agent

Good References TORONTO, ONT.  
Special Attention to Advertising

(Continued on page 4.)





### The Passing Year

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

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

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

We conclude with extending our heartiest wishes for a

**Merry Xmas**  
and  
**A Happy New Year.**

**EBY-BLAIN, LIMITED**  
TORONTO

# GOING AHEAD

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

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

**The Blue Ribbon Tea Co., Limited**  
Toronto



THE CANADIAN GROCER

Manufacturers' Agents—Continued.

**THOS. B. GREENING & CO.**  
TORONTO

Consignees direct from primary markets, and distributors of  
**GREEN COFFEE**  
Our samples will invariably indicate current market value.

VANCOUVER

**RAY & WINDLE**

Manufacturers' Agents and Commission Brokers  
330 Homer Street,  
VANCOUVER, B. C.

Agencies Solicited

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 19 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**GROCERY BROKERS**

WINNIPEG, MAN.

**GARMAN-ESCOTT CO., Est. 1887**

Office and Warehouse: 141 Bannatyne Ave.  
Correspondence Solicited.

**S. C. RICHARDS**

Wholesale Commission Merchant and Broker

354 Main St., WINNIPEG, Man.

Correspondence Solicited

**STRANG BROTHERS**

Commission Brokers and  
Manufacturers' Agents

233 Fort Street, Winnipeg

Correspondence Solicited

**M. B. STEELE**

Wholesale Commission Merchant and Broker

WINNIPEG, MAN.

Correspondence Solicited Highest References

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.



**TRADE WINNERS.**

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.  
MANY STYLES.

Satisfaction Guaranteed.  
Send for Catalog.

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

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

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**JAMES NIETHVEN, SON & CO.**  
St. George's House  
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

**DAVID SCOTT & CO.**

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

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND.

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

**TOOTH'S EXTRACT OF MEAT CO.,**  
12 Duke Street, London Bridge, S. E.

We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

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

**BASKETS**

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

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

**The Oakville Basket Co.,**  
OAKVILLE, ONT.

SPRAGUE

**GANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Bill-headers or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 6357, Toronto.

**DON'T WHINE!**

When Collections  
are Slow

Send them to

**The Beardwood Agency**

313 New York Life Bldg.

MONTREAL

**AND WE WILL GET THE  
MONEY FOR YOU**

**BOY WANTED**

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.

Profits right from the start, and Prizes. No money required to begin.

We will mail to you FREE 5 copies of our publication.

These can be sold and will provide the capital for the next week's supply.

The work is easy.

You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**

10 Front Street East, TORONTO, CANADA





**The CANADIAN CANNERS, Limited  
take this opportunity to extend  
to their many friends throughout  
Canada the "SEASON'S GREETINGS"  
and wish them all a very MERRY  
CHRISTMAS.**



**QUAKER  
CANNED  
GOODS**

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

## We Didn't Build This Business From "First" Orders

The only reason we are to-day still in business, the only reason we have, time after time, outgrown the quarters provided by us in the last sixteen years, is the fact that we have a clientage of satisfied customers, who send ever increasing repeat orders, month after month, year in and year out.

The Successful Business is the one that Pleases Its Customers.

"FIRST" Orders gave us our Start, but HIGH GRADE GOODS gave us our SUCCESS.

The FACT that QUALITY has ALWAYS been PARAMOUNT with us, over ALL other CONSIDERATIONS TELLS THE STORY.

Wishing all our Friends and Patrons, A Merry Christmas, Good Health and A Prosperous New Year

# "SALADA"

Toronto, Montreal, New York, Detroit, Buffalo, Chicago, Pittsburg, Boston, St. Louis, Etc.



### The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

## "CAMP" Coffee

Sole Manufacturers—  
R. PATERSON & SONS, Coffee Specialists, Glasgow  
AGENTS—ROSE & LAFLAMME, MONTREAL

## Orders for Mince Meat

CROWD UPON US.

Each year has shown a decided increase in the sale of

LYTLE'S MINCE MEATS


There is no question of their dependable quality. The grocer who once sells these mince meats finds that he has pleased his customers and as a result increased his trade.

Done up in suitable packages and shipped promptly on order. Buy from your jobber or direct.

The T. A. LYTLE CO.  
Limited

124-128 Richmond St. West, Toronto.





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

**ACME PELLETS  
M. & R. WAFERS  
LOZENGES, ETC.,**  
and a complete line of  
**Hard and Soft Licorice Specialties**  
Price Lists and Illustrated Catalogue on request.

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

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

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

Ashley & Lightoap, Agents, Winnipeg, Man.  
H. S. Daly, Agent, St. John, N.B.  
J. F. Mowat & Co., Agents, Vancouver, B.C.

**Molasses**      **Molasses**

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

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

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


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

**Golden Sling Syrup—**  
Also supplied in the same style packages as Gingerbread Molasses.

**Agents**

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

**Dominion Molasses Co.,**  
LIMITED  
Halifax, - Nova Scotia



**Naphtho**  
SOAP  
MADE IN CANADA


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

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

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

**The Welcome Soap Co.**  
Limited  
St John, - N.B.

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



**"Goodwillie's"**  
is a name that stands for **THE BEST** in **canned FRUITS** in **GLASS.**

**ROSE & LAFLAMME**  
AGENTS  
Montreal      Toronto

# The Mince Meat That Satisfies

is made by Armour, Limited. Your jobber can supply you with

## Armour's Imperial Wet Mince Meat

In Pails, Half Barrels and Barrels. And

## Armour's Savoy Condensed Mince Meat

In 12-oz. Cartons, Packed In Cases of Three Dozen.

Armour's Mince Meat has that "COME AGAIN" quality which means increased sales and profits for all grocers handling it.

Induce your customers to buy Armour's Mince Meat and (they will) buy and buy and by and by, they will always buy Armour's.

Send orders to your jobber, or direct to us. In the latter case, be sure to mention the name of jobber you desire goods to be shipped through.

## Armour, Limited

77 Front St. East,

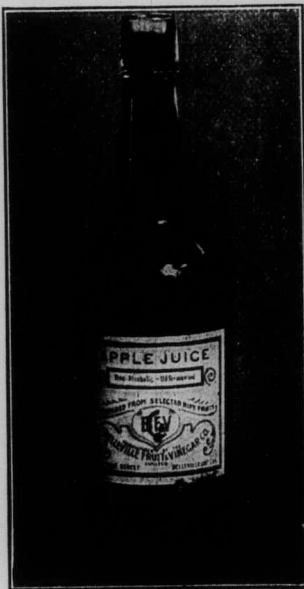
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Toronto

### Are You Handling Our

# PURE APPLE JUICE

(FOR DRINKING PURPOSES)



If you are not, you are neglecting one of the greatest money-makers in the trade. Once introduce it to your customers and the demand is constant. It is nothing but the delicious juice squeezed out of high-grade, perfectly ripe apples.

WRITE FOR QUOTATIONS!

### The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE

ONTARIO



## "Pride of Canada"

In packages as illustrated.



Grocers desirous of gaining new customers through the quality of their

Maple Goods will find **Pride of Canada** Brand is always to be relied upon as a trade winner.

**Pride of Canada** goods would not sell as they do unless there was **quality** and **price**.

Handle our line and profits are possible.

IT PAYS

### Maple Tree Producers Association

WATERLOO,

P.Q.



**We Believe**

we have the finest values in

**COFFEES**

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

**W. H. GILLARD & CO.**

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

**Manufacturers!**

Do you want your goods

**Sold in British Columbia?**

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

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

Bonded and other Warehouse Facilities.

# GREIG'S WHITE SWAN PREPARED COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

**THE ROBERT GREIG CO., Limited,** WHITE SWAN MILLS, **TORONTO**

# STARCH

is a peculiar thing—that is, ordinary laundry starch. Sometimes it does what is expected of it, but oftener it does not. That's what makes it extremely easy for you to make money by pushing

# IVORINE

It is a brand of laundry starch which may always be relied upon. You may tell your customers this with the knowledge that they will find such a claim to be absolutely true.

Why not look into the matter?

**ST. LAWRENCE STARCH CO.**  
LIMITED  
PORT CREDIT, ONT.

**BETTER QUALITY BRANDS**

**REINDEER** condensed **COFFEE**

Hot Water Only      Required for

**A CUP OF COFFEE**

**A SPLENDID SELLER**

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



# A MERRY CHRISTMAS

¶ We wish to all our friends in the trade a most Merry Christmas and a Happy and Prosperous New Year. This past year has been a most happy one in our relations with the customers we are proud to have, and we have made many new friends whom we will serve next year as we have this, always well and faithfully.

## T. A. BOURQUE & COMPANY, REG.

Wholesale Grocers and Proprietors of the Famous DUCHESS Brand Goods  
SHERBROOKE, : : QUE.

# "Non-Pareil Oil"

Highly Recommended by

Leading Bakers and  
Confectioners

The most Economical  
and Satisfactory Oil

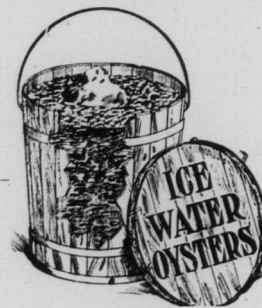
Kentucky Refining Co.,

Incorporated  
Louisville, Ky.

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

Samples and prices on application.

Phone Main 3938.



### The New Way

No water, no preservatives;  
oysters in a sealed, sanit-  
ary steel case, ice outside.

### The Old Way

Water, preservatives, ice  
and oysters all together  
into a stale wooden tub.

FOR FULL PARTICULARS OF THE  
SEALSHIPT SYSTEM, ADDRESS:

**NATIONAL OYSTER CARRIER CO.**  
**KENOSHA, - WISCONSIN**

Affiliated Oyster Shippers in all the great  
oyster districts.

# Happy Xmas Thoughts

are in the minds of all these December days, and no man forgets the season no matter how busy he may be.

This has been a record year for us in every way. Business has increased wonderfully, and we have on our books hundreds of new customers. To these and all our old friends we wish

# A Merry Christmas

We trust the year has been equally prosperous and satisfactory to each one of you.

May 1908 be even more in your favor, and we trust to continue our past happy relations.

## Hudon, Hebert & Co., Ltd.

Wholesale Grocers and Wine Merchants

**MONTREAL**

"The Most Liberally Managed Firm in Canada."



THE CANADIAN GROCER

WE WISH YOU ALL

A MERRY CHRISTMAS

Thomas Kinneer & Co.

Wholesale Grocers TORONTO and PETERBORO

# EMPIRE SALT

*The Salt  
that's all Salt*

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

**Satisfaction Guaranteed**

**EMPIRE SALT COMPANY, LIMITED**

MANUFACTURERS AND SHIPPERS

SARNIA, ONT.

# JAPAN TEAS

Are absolutely pure, wholesome and invigorating; always give entire satisfaction to your customers. There are no other teas which possess the equally high merits of

## JAPAN TEAS

SHAW T. NISHIMURA, Sole Agent.

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

55 St. Francois Xavier Street, Montreal

Nakamura's Tea Firing Dept.

Fuji Company

# ABSOLUTE PURITY

is our unalterable motto. When the celebrated

## E.D.S. Brand Jams and Jellies

was first contemplated we resolved that we would obtain the perfect flavor by the use of pure and perfect materials. We have adhered firmly to our resolution ever since—as is vouched for by government documents. YOU should handle this pure brand.



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

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

### Success Does Succeed!

We have seen this exemplified in the famous Jelly Powders BEE BRAND. Those grocers handling BEE BRAND will agree with us that the above words are true. Are you one of those who can agree with us?

These flavors sell chiefly:

**Strawberry, Nutto, Raspberry,  
Pineapple, Cherry, Lemon.**

Others are made by us

**SNOWDON, FORBES & CO.,**

Makers

449 St. Paul Street, - MONTREAL



PURE FOOD IS ESSENTIAL TO  
GOOD HEALTH

## WAGSTAFFE'S Fine Old English Mince Meat

WAGSTAFFE'S Fine Old English Xmas Plum-Puddings  
in 2 and 3lb. Porcelain Bowls.

One dozen per case.

Ask your jobber for them.  
Guaranteed absolutely Pure.  
The finest made in Canada.

### Wagstaffe Limited

PURE FRUIT PRESERVERS  
HAMILTON, CANADA



# There is a Big Demand for Seeded Raisins

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

## José Segalerva

### Malaga, Spain

will be Ahead of his Competitors Because the  
Malaga Seeded Raisin is

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

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

## Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme  
Montreal and Toronto.

THE CANADIAN GROCER

# 2,000,000 Packages of LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

**Sold only in airtight tins**

**THOMAS J. LIPTON**

Canadian Office, 75 Front St. East,

TORONTO

## POULTRY FOR XMAS

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in nice condition ask us to ship you.

**TURKEYS—Bright, Plump Stock at Right Prices.**

**CHICKENS—First Class, the Kind that Will Sell.**

**DUCKS—Good Ones. To Please You and Your Customers.**

**GEESE—No Better on the Market. It Will Pay you to Write.**

We are not talking. We have something to offer you. We act. And our prices are right. If you want the best, the kind that will please your customers write or wire us. We guarantee satisfaction. No order is too large and none too small to receive our best attention.

# P. POULIN & CO.

BONSECOURS MARKET

MONTREAL



# SHELLED WALNUTS!

We are now delivering DE FORNEL & CO'S famous shelled walnuts. Order at once for late requirements for holiday trade.

# SHELLED ALMONDS

Cachew Nuts (from Ceylon) also for Christmas trade. Your order is?  
It is not yet too late for you to write us regarding Crystallized Rose Leaves, Lilacs, Violets, etc., for decorative purposes. Address us

**W. P. DOWNEY, 26 St. Peter Street, MONTREAL**

## Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

## TEA; Its History and Mystery

BY  
JOSEPH M. WALSH  
*A Great Tea Expert*

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

### CONTENTS

1. Early History.
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8. Chemical, Medical and Dietetic Properties.
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## You Can't Cut Out

A BOG SPAVIN or  
THOROUGHPIN, but

# ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for manking, \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

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

**Buy  
Herbs  
Now**

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

**Sage, Savory, Mint, Thyme, Marjoram, etc.**

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

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**96-104 King St., Montreal**  
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**20½ Front St. E., Toronto**  
Phone Main 3171

**Low Prices for Immediate  
Shipment**

We have on hand a stock of

**Marbots  
Grenobles  
Shelled Walnuts  
Raisins  
Currants**

and other Dried Fruits which we wish to dispose of quickly.

For immediate shipment we offer exceedingly attractive prices.

Postal us

**C. A. CHOUILLOU & CO.**  
**14 Place Royale, MONTREAL**

**That Yours may be  
in every respect**

**A Merry Christmas**

**a happy climax to a  
successful year is the  
wish of the proprietors  
of the**

**ACME CAN WORKS**  
**MONTREAL**

Agents for Ontario:  
Messrs. W. B. Bayley & Co., Toronto.  
Agents for Quebec:  
Messrs. F. L. Benedict & Co., Montreal

**SYMINGTON'S**  
EDINBURGH  
**COFFEE ESSENCE**

**ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!**

**UNQUESTIONABLY THE VERY BEST**  
**TO BE HAD OF ALL WHOLESALEERS THOS. SYMINGTON & CO. EDINBURGH**



E. NICHOLSON,

CODES,  
ABC 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON.



BANNATYNE AVE EAST  
TRANSFER TRACK

EDMONTON BRANCH NICHOLSON & BAIN  
CALGARY BRANCH NICHOLSON & BAIN

*Winnipeg, Man.*

## Rolled Oats and Oat Feed

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

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

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

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

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

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

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# "Essex" Pork and Beans



We're advertising largely to the public the superior quality of "Essex" Baked Beans. It will pay you to keep them in stock and give them all the prominence you can.

These beans have the genuine flavor of old-fashioned home cooking and are good enough for you to recommend. The utmost care and cleanliness are observed in the preparation of all "Essex" products.

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

FACTORY AT ESSEX, ONT.

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The Grocers of Canada

## KNOW A GOOD THING

When they see it.  
That is why the sales of

### KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

### Stevens-Hepner Company

Limited

Port Elgin, Ontario

# "Balmoral"

Reg'd.

## Scotch Marmalade

Send in your orders now for

### Balmoral New Season's

### Scotch Marmalade

QUALITY THE BEST.

## J. W. WINDSOR

Montreal



THE CANADIAN GROCER

In Stock

New Crop

# Shelled Walnuts

Unbroken Halves.

Extra Bright

**THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers, TORONTO

**From 25 to 49 Raisins.**

Why you should purchase

## ROWLEY'S

### Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

**Rowley's Valencia Shelled Almonds** are the same. We Pack Both  
**Rowley's Seedless Valencias** are Seedless.

### UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denla, Spain

*Agents:* Wm. C. Christmas, 22 St. Francois Xavier St., Montreal

Eugene Moore, 402 Spadina Avenue, Toronto

Grant, Oxley & Co., Halifax, N.S.

E. T. Sturdee, St. John, N.B.

## STOVE POLISH

Blacklead is the best form of Stove Polish and  
you can't beat

### "JAMES' DOME" LEAD

It has proved itself for over 60 years to be the best in the market  
Sort up your stock

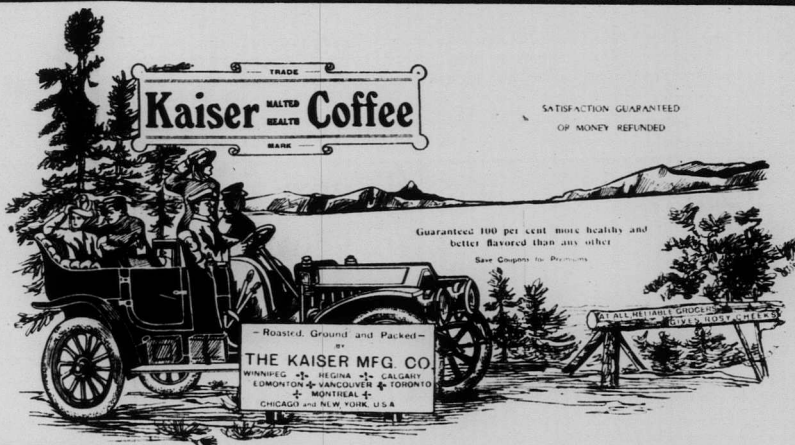
**W. G. A. LAMBE & CO.,** Canadian Agents.

**Mr. Grocer—**

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

**The Kaiser Mfg. Co.**



***It is a Well-Known Fact***

that the grocer often gets blamed for the sins of the manufacturer. For instance: You buy a quantity of Canned Goods whose quality you cannot be sure of, and your customers come to you with complaints. They think you are trying to unload bad goods on them. Why place yourself in such a false position? Order

***Burlington Brand  
Canned Fruits and Vegetables***

Then you'll hear no complaints. The quality of every can is uniformly excellent. Every can is a confirmation of our claim that Burlington Brand is Perfectly Pure.

**THE BURLINGTON CANNING CO., LTD.**

**BURLINGTON, ONT.**

**A PAYING INVESTMENT**

for the grocer who is looking for the best trade is a shipment of

**Palace Car Brand**

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

**St. Thomas Canning Co., Limited**  
St. Thomas, - Ontario



**CAPSTAN BRAND  
PURE MINCE MEAT**

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

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

Capacity one ton per hour.  
Sold by all Sale Dealers

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



## Molassine Meal

The unique and wonderful Food for  
**Cattle, Horses, Sheep,  
 Pigs and Poultry**

Are you using it. If not, you are  
 Behind the Times.

**ANDREW WATSON**

Telephone Main 4409 81 Place d'Youville, MONTREAL

## May Queen Canned Goods

**Are Guaranteed**

We can supply the trade with a quantity of Corn,  
 Tomatoes, Pumpkin, Beans and Apples; also  
 Tomato and Apple Pulp.

**The Newbury Canning and Preserving Co., Limited**

Newbury, Ontario

**NOW IS THE TIME**

TO PUSH

**2 in 1**

**SHOE POLISH**



People's boots get dirty quickly these days, and a lot of shoe polish is used. Remember, that **2 in 1** is more than a mere polish—though it's the best polish ever made—it is also a preserver of shoe leather life.

**The F. F. Dalley Co.**

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

Stock "the Best."

**KIT**  
**COFFEE**

**BEST in Quality  
 SMARTEST in Finish  
 KEENEST in Price**



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

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

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

## Perfect Purity

We claim for our fruit essences more than a mere degree of perfection. We make no less a claim than that

**Shirriff's Highly Concentrated  
 Pure Fruit Essences**

are perfectly pure. Grocers will find it an easy matter to sell these high-grade extracts, and will find that the profits are worth while. Why not write us about it?

**Imperial Extract Co., 18-22 Church St., Toronto**



# Tartan BRAND

SIGN OF PURITY

Wishing all our friends  
Compliments of Season and  
the Best of Wishes for 1908.

## BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

### QUAKER SALMON

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

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

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

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



**Mathewson's Sons**

202 W. GILL STREET, - MONTREAL  
ESTABLISHED 1834

Perfect in every respect

*Select wood stock.  
Thoroughly kiln dried.  
Best workmanship.*

### "Laurier" and "Togo" MATCHES

will show you a better profit through satisfactory sales than any other makes.

*Get the knowledge by writing for particulars. A postal card will bring reply.*

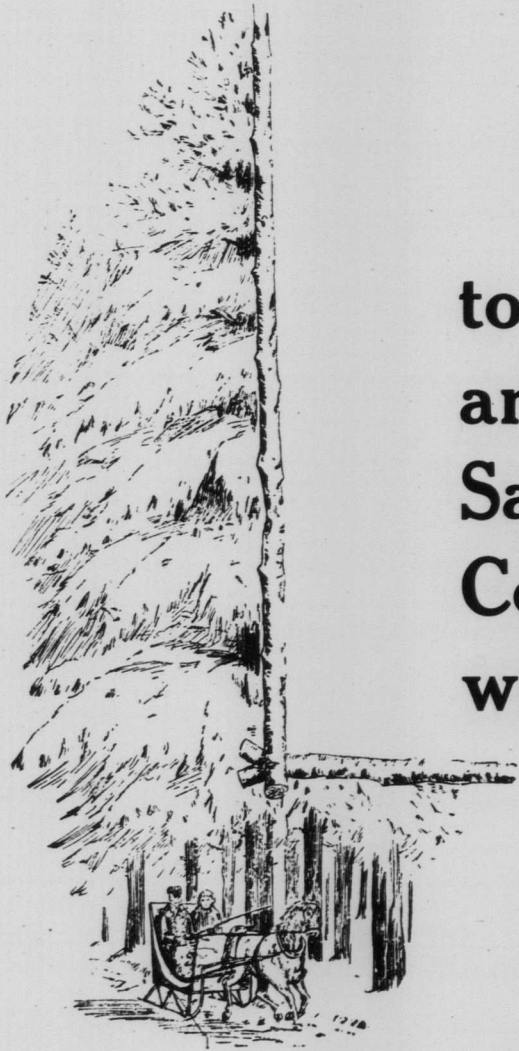
### The Improved Match Co., Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.



# A Merry Xmas



to all our customers  
and users of Chase &  
Sanborn's High Grade  
Coffees is the sincere  
wish of

**Chase & Sanborn**  
Montreal

## Protecting the Grocer

¶ The grocers best protection is quality. There is no doubt of the truth of that statement. The mind of the public is constantly dwelling upon the necessity of hygiene. And the main part of the science of hygiene is —PURE FOOD.

¶ That accounts for the fact that the public to-day is more influenced (as far as food is concerned, anyway) by talk of quality, than by low price.

¶ Consequently the grocers who are leading the trade are those who specialize on quality. And in the stores of the successful, the canned goods most sold are the famous

## Old Homestead Brand

¶ The success of this brand is founded on absolute purity. In canned goods purity and profit go hand in hand.

¶ Old Homestead Brand is the brand which is composed only of pure, well grown, luscious fruits and vegetables. No dirt, no poisonous preservatives. Old Homestead factory is a model of cleanliness, and Old Homestead employees are people of tried skill in canning fruits and vegetables.

The **Old Homestead Canning Co.**

**Picton, Ontario**

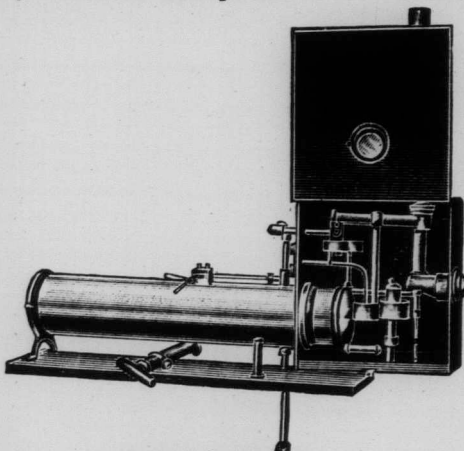


# MAKE YOUR OWN LIGHT IT'S CHEAPER AND BETTER. "S.S." GAS LIGHTING MACHINES.

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

## THE "SYLVESTER" LIGHT

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



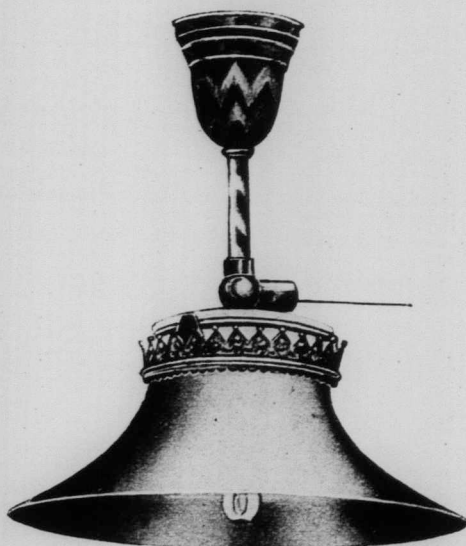
MODEL E MACHINE.

## The "S.S." Gas Lighting Machine

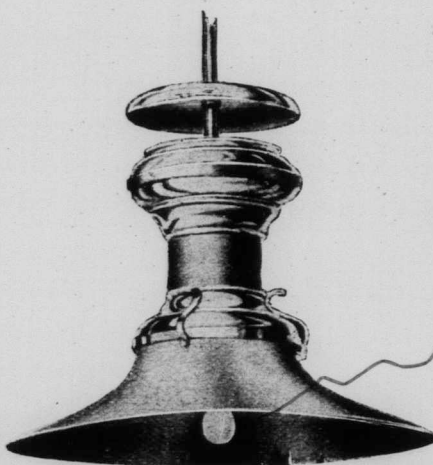
- The only gas machine that runs without pumping under a uniform pressure.
- The only gas machine that will successfully operate one gas fixture if desired.
- The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline.
- The only gas machine with a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

NOT ONE DROP OF OIL PASSES THROUGH A HOLLOW WIRE.  
WE CAN GIVE YOU CHEAPEST INSURANCE.

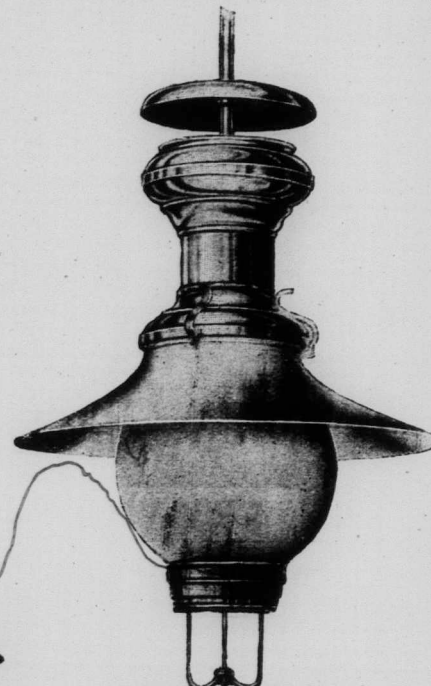
## The "Sylvester" Inside Lights



OUR No. 1 SINGLE ARC  
500 Candle Power



OUR No. 2 SINGLE ARC  
500 Candle Power



OUR No. 3 SINGLE ARC  
500 Candle Power

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

## THE SAFETY SUNLIGHT GAS MACHINE

THE LIGHT YOU SHOULD HAVE IF YOU WISH TO SAVE MONEY AND TIME

It is the most modern Lighting System known to-day. It is acknowledged so by experts and the public at large because any person can operate it. You do not need to be an expert because there is no possibility of danger from any source whatever.

This system is well adapted for Commercial Lighting, viz:—Railway Stations, Stores, Halls, Churches, Factories, Warehouses, Hotels and for Laboratories, Cooking, Heating of Tailors' Irons, and whatever gas is commonly used for.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**  
Lindsay, Ontario, Canada.



## Another Year

has passed and we are all just about closing our books for 1907. The season approaching is a busy one for the trade but it is not amiss for us to wish you

**A Merry Christmas**

and also

**A Happy New Year**

We have striven during the year which is about to close to give you the best goods, best treatment and best prices possible.

We think we have pleased you. If we did we ask a continuance of your kind patronage. If we did not you will favor us by letting us know where we were amiss.

If you do not receive a call from our travelers, but deal with us direct, do not hesitate to write us fully.



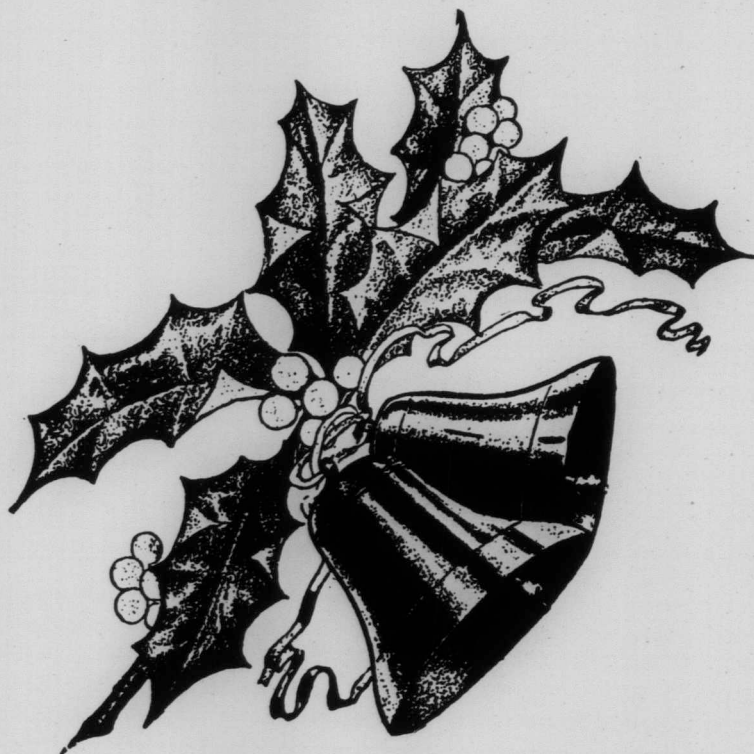
**LAPORTE, MARTIN & CO.**

LIMITED

Wholesale Grocers, Wines, Cognacs and Liquors

**MONTREAL, - - - QUE.**





To  
Our  
Hundreds of  
Customers and  
Friends Throughout  
Canada

**A Merry Christmas**  
and  
**A Happy and Prosperous New Year**

During the year just closing we have made hundreds of new friends among those in the trade who appreciate **PURITY** and **QUALITY** in Jams, Jellies, Marmalades, Maple Syrups, Maple Sugar, Confectionery and Pickles. Our sales have been wonderful.

We take this opportunity to thank each and every one of you.

May you continue to do business with us. We shall maintain the high standard of our goods to guarantee you continual satisfaction.

**May Your New Year Be a Record Breaker**  
**Sugars and Cannery, Limited**  
**Montreal**

THE CANADIAN GROCER

**LEA'S**

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

PACKED BY

**The Lea Pickling & Preserving Co.**  
Limited

**SIMCOE, - ONTARIO**



We extend to our numerous customers  
**A Merry Christmas and  
Prosperous New Year**  
**WARREN BROS. & CO., Limited**  
TORONTO

## The Best Tea on Earth is Grown in the Island of Ceylon

There is absolutely no doubt of the truth of this assertion. Popular taste is overwhelmingly in support of it. And behind the expression of popular taste are the very soundest of natural reasons. The climate of the sunny isle - aided perhaps by some property of the soil—brings the tea plant to greater perfection in Ceylon than it attains in any other part of the world. No, there is no doubt of the superiority of Ceylon teas over all others.

Neither is there any doubt that every grocer should be always well supplied with **CEYLON TEAS**, if he is to really please his customers

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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



**WHEN SELLING COCOANUT**  
why not push

### WHITE MOSS

Canada's First and Old Reliable  
Brand?

There is Profit in it, and Satisfaction too.

The **CANADIAN COCOANUT CO.**,  
613-619 LaGauchetiere St. W. MONTREAL  
J. ALBERT McLEAN, Proprietor

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



# GRENOBLE WALNUTS

New goods in store

**JAMES TURNER & CO., Limited**  
Hamilton, Ont.

## Goldenette

**PURE CANE SYRUP**

Every tin sold makes a customer.

A high grade syrup for particular trade.

**BIG PROFITS**

Clear and Golden.

Sold by all up-to-date jobbers

**Imperial Syrup Co.**

**MONTREAL.**



Build for  
Future Sales

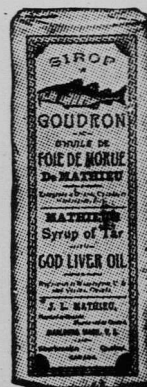
If an article is not really good no amount of advertising will sell it. That

## Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

**J. L. MATHIEU CO.,**  
Proprietors, **SHERBROOKE, P.Q.**  
L. Chaput, Fils & Cie, Wholesale Depot,  
Montreal





The Canadian Grocer Extends to all its Readers  
the Heartiest Compliments of the Season

OUR CHRISTMAS STORY

ON A CASH BASIS

How a Young Grocer by Pluck and Good Management Realized His Dearest Wish—A Romance of Modern Business  
Methods by the Editor.

"It's preposterous," grunted the old gentleman. "I won't think of it for a minute."

"Banker Brown," as the community called him, was in a rather crusty humor. To tell the truth, he was suffering a good deal from an acute attack of rheumatism and it was unfortunate that Jim Allan, the young down-town grocer, had chosen this particular evening to ask him for his daughter Jennie.

The banker sprang up and began to pace nervously up and down the room. The very thought of losing Jennie, his one daughter, the best educated girl in town, and his particular comfort made him uneasy.

"No," he went on, "I won't hear of it." Then turning suddenly to the young man sitting in the chair opposite his own, "What have you got to keep her on, anyway? Your business don't amount to over eight thousand a year and three-quarters of that is on tick. Do you remember how I helped you out with those wholesale houses once or twice a year or so ago?"

Jim winced involuntarily, for what the old man said was true. The latter, seeing this and remembering a time when he had been in the same position, softened a little and sat down again.

"See here, my boy," he said, "Let's look this thing in the face. I know what you are and would trust you with a hand in my safe, and I know, too, what you're up against in carrying on your father's business with his old debts strappin' you down, but how can you expect me to let Jennie go from a fine home here to live in four rooms above your store and likely coming down to dig out butter and tea to help you on Saturday nights? How much of a husband would you be to her anyway? You're in the store from seven in the morning till ten every night."

"You don't need to think for a minute I'd let her do that," the young man broke in, with a touch of resentment. "I'd work like a nigger for her, and besides, I could be with her at easy times during the day. She's willing and—"

"That's all right at first," interrupted the father, "but such things don't usually last. I tell you what I'll do, Jim," with a sort of sour twinkle in his eye and a groan as a twinge of rheumatism caught him, "Let this thing lie on the table for a year or so. I know Jennie likes you but you're both young enough. If you can show me a cash balance of five thousand clear on my books, then I'll say you can have Jennie." With an air of dismissal the old gentleman opened the door and Jim, seeing nothing better, made his way out.

Jim Allan took a long walk that night across the frozen flats and up along the icy river path and back by the school lane, where he and Jennie, years before, had gathered maple leaves together. And he thought a good deal as he walked. Deep down in his heart he hadn't expected the banker would be willing to give him his daughter, and he was honest enough to admit that the old gentleman was right in his argument. For awhile, in his down-heartedness, the thought of trying to match the voluntary agreement never occurred to him. It seemed absolutely an impossibility. Then it struck him all in a heap and he walked faster for five minutes, spurred on by even the imaginings of it. He had read a good deal lately of the successes made by cash businesses in other parts of the country but had never thought much about it. He knew he had between three and four thousand in debts on his books. Would it be possible to collect this? Could he boom his business enough to clear that five thousand?

Jim didn't sleep for a few hours that night but tossed around, going over the pros and cons of the matter. Finally he summed the thing up and made a decision to have a mighty try at it anyway, and went off to sleep as a healthy-minded young Canadian should.

At first he told no one about his plans but spent all his spare time in working out primary details. He nearly spoiled the secret though, a few afternoon's later, when Jennie, as pink as a rosebud, came in for a moment to bid him good-bye. The doctor had ordered her father south for his health and, like the dutiful daughter, she was, she was going along to look after him. They were leaving immediately. After a moment's thought Jim took the matter philosophically, so much so, in fact, that Jennie went away a little bit piqued, but the young grocer had seen a great light and was just then laying a deep foundation. In due time the Browns' departed, the father securing a manager to look after his banking interests, and, in the worry over his physical condition, promptly forgot all about the agreement concerning Jennie.

Not so our young friend the grocer. Before his eyes in all his working hours floated a picture. It showed an open bank book. On one side was an account with a balance of \$5,000 and on the other was, well, just Jennie.

Jim was even better satisfied to have the old gentleman out of town. The more he thought the clearer he saw the path before him and he began to believe he would be able to surprise the banker.

His first step, after a week's planning, was to walk into the office of the local paper and to surprise the proprietor into jumping out of his chair by asking for two columns of space in the next week's issue. The town had never heard



of a local grocer advertising, much less asking for this much space.

"Going to run a lot of Christmas bargains, Mr. Allan," inquired the newspaper man.

"No," said Jim, with a smile. "here's my copy," and he handed out one sheet which beyond a paragraph or two of particulars, merely mentioned that "On and after January 1st the business of J. J. Allan would be conducted on a strictly cash basis." Another line at the bottom emphasized the payment of old accounts.

Jim got the first discouragement then and there. "Don't you think you could use the space to better purpose," said the newspaper man, who took a good many of his subscriptions in apples and cord wood. "I'd like to see it, but I'm afraid you won't be able to hang out."

"That's my copy," Jim said. "I'll hang out or bust, and you can make an item to that effect if you like. I want them to know about it all over the county."

They soon knew. People talked about it everywhere for a couple of weeks and Jim's holiday business grew appreciably by reason of those who came in out of curiosity to talk the matter over with him. And the knocks he got were enough to push a post over. His spirits did go down pretty low once or twice too, particularly when old John Smythe, the big dry goods man, who had been a friend of his father's, came in in a kindly way and called him a foolish boy. "You can't do it, Jim" he said. "The people here won't stand for it. You'll lose all your business."

They weren't quite all knockers, though, and one of the optimists was Wallace, the young man who had taken charge of Mr. Brown's private bank. He came in one day to get acquainted and bolstered Jim up a good deal by telling him he was on the right track. "I'll help you," he said, "all I can."

In due time the day after New Year's came, and bright and early, after rather a restless night, Jim opened the store. He had various qualms when he tore the top page off the new calendar and opened the new books in his little office but he had a big fund of resolution and had enough Scotch blood in him to be as stiff-necked as the next man. Things were rather dull for a day or two after the holiday week and the new departure had been so much talked about that at first there was not much difficulty in enforcing its arrangements. Then, however, troubles began to come in showers. Telephone orders came in and when the delivery boy came round no one but the maid was at home, with no instructions to pay for the goods. In a good many cases Jim went out himself, found the lady of the house, explained matters gently but firmly, and in most cases was able to leave the order and come away with the change.

But all did not go smoothly by any means. One day the boy came back from Mrs. John Smythe's with a box full of staples. "Gosh, but she's a stiff un," he threw out. "Gave me the dickens when I asked for the \$3.30. Said if you couldn't trust her, an old friend of your mother's, who had nursed you when you were goin' through the measles, you needn't expect to sell her any more sugar."

Old Mr. Smythe himself came in that day on his way down town after dinner. "Look here, Jimmie," he said, "you're pushing this thing too far. We have been good customers of your father and you too long to be played with."

"I'm sorry, sir," said Jim, reluctantly. "but I've decided to do business that way and have to stick to it."

"And do you mean you're going to hold me up like that?" said the older man, with the red veins beginning to show in his face. "Look out boy," this threateningly, "remember the note your father gave me the year before he died."

Jim was scared, and he got angry, too, a little later in the afternoon, when on his way to his friend, the banker, for comfort, he saw Mrs. Smythe go into another grocery farther down the street.

The result of his call, though, was that an itemized account of \$23.42, a bill of three months' standing, went in to Mr. John Smythe next morning.

And how Jim did work with those accounts. He billed and re-billed, and called and called again and he advertised and systematized and specialized on this side of the business. Gradually, too, he began to get returns. After some weeks of this campaign, his old customers saw the justice of it and in a good many cases tried to help him. The first month he collected \$300 in accounts of over a year's standing, some of which had been run during his father's time.

And the harder Jim worked the better he liked it and the more satisfied he became. For the first month he lost perhaps forty good customers and business dropped off alarmingly. Time and again the farmers and their wives tried to lead him away, but he had a picture in his mind and he saw only one way to realize it.

The travelers who came around at the beginning of the year cheered him a good deal too. Most of them, when they found what he was doing, and that he was ready to pay spot cash for what he did buy, even if his orders were considerably smaller than they used to be, had some particular bargain on really good stuff which they offered him, as they said, to cheer him up. They helped him in another way, too, by pressing him to buy the best goods. "Why, Jim," said big Tom Walters, who had been selling sugar and raisins to the boy and his father for fifteen years, "in six months you'll have all the best people in town. You can sell better stuff under this scheme and they'll all be better satisfied."

And so it proved, though it meant backbone and hours of planning and heaps of work. Jim worked as he never had done before. But he got his reward occasionally when a letter from Jennie came in and he knew that she was still thinking and hoping.

Other things, too, worked out in the young man's favor. Talk of a new electric line through the county brought the town into prominence. Wallace, the new bank manager, had had experience above his years and was full of enthusiasm. He got the business men of the town together and organized a Board of Trade, and the idea was so new that they took hold in a remarkable way. Then, through some judiciously-placed advertising and a sheaf of correspondence, they got in touch with a large

tanning concern. An expert sent by this company found the river water particularly suited to their chemical needs and the firm came in, dammed the river at a point just below the town, developed a thousand or so of horse power, built a good-sized manufactory, filled the empty houses in town with their employes and built a score more for the overflow. The old farming town began to show an air of prosperity.

All this meant business to Jim. And he took full advantage of it. By the end of November he had most of his old customers back and was driving two new wagons, instead of the old cart. He had realized well, too, on the old debts, and had things in pretty fair shape all round. Sometimes his heart sank, though, when he thought of that five thousand. His bank book showed about three of it and that was five times as much as he had ever had before, but, trusting to luck and good management, and perhaps his letters from Jennie, he kept on working.

In December the news went round town that the Browns were coming home. The old banker was well again. Then this was changed to a report that they were going to Europe for a year. Jim made his plans accordingly.

Early in the year he had the front and back knocked out of his store, took in the shoe shop beside him and put up a new brick front covering both. He moved his own stuff, too, into a couple of rooms over the bank, behind Wallace's suite, and filled the upper story of his own building with groceries, putting in a light hoist, which also ran to the cellar. This cost money and lessened the bank balance, but Jim still had faith.

Something else happened just at this time which helped him. The Board of Trade, still awake, inaugurated an "early closing movement" which worked nicely and for the first time in years Jim felt free in the evenings to do some reading.

He got pretty friendly, too, with the son of the tannery manager, a young man who had traveled some, and he began to call occasionally at the big house up the river. People in town began to couple his name with that of the young lady from the same big house, who drove up quite often behind a small pony, to order some particularly taking groceries for evening dinner. Jim smiled deep down when he heard this and thought of his bank book.

His acquaintance with the same young man, however, almost proved his undoing. In an unguarded moment, on "a sure tip," when matters at the store had bothered him for a day or so, he took a flier of a thousand or so in "American copper," and two days later the stock slumped thirteen points. If it had not been for Wallace, who naturally found out what was going on, the bank account would have disappeared and the picture as well. For a few days Jim went round with a mighty sober face, mentally kicking himself, but the banker, like the good friend that he was, stepped into the breach with some of his personal collateral, and a few weeks later, through another friend in the city, they were able to get rid of the whole business, with Jim about \$150 short.

That experience steadied him down, and perhaps he got another letter just then. At any rate he devoted himself to 'business and from then on made things



## ONTARIO WINTER FAIR

Features of Big Exhibition in Guelph Last Week as Seen by a Grocer—Bright Account by a Local Correspondent.

go with a rush. Later in the year he bought a lot in another part of the town, spent some time with an architect during his visits to the city wholesale houses and in time a pretty fair-looking foundation began to grow up.

The day before Christmas gossips round town told that the Browns had come home the evening before. The news was true, for the next afternoon the old banker was sitting once more in his office talking pleasantly to his manager.

"Yes, things seem to have moved along pretty well," he said. "The town looks a lot better, streets are cleaner, stores improved, in fact the whole place is brisker." By the way, Wallace," he continued, "who's putting up the house on the lot opposite mine? Just saw it as I came down this morning."

"Young Allan, the grocer," said the manager, with a twinkle in his eye.

"Allan! You don't mean Jim," jerked out the surprised old gentleman. "Who's it for? What's he going to do with it?"

"He hasn't told me that," said the young man, quietly, "but I saw him come into the bank just now, I'll call him in."

"I'm glad to know you're doing so well, Jim," said the banker, a minute or two later. "Your new store is certainly a credit to the town. But," perplexedly, "what are you going to do with the house next mine? Wallace tells me it's yours?"

"It is," said Jim, with a queer, though happy look on his strong face, "mine and Jennie's!"

"Jennie's! What do you mean?" ejaculated the father.

"Do you remember the agreement you drew up a little over two years ago, sir?" said Jim, quickly, pulling a bank book from his inside pocket. "Here's my side of it," and he opened the book near the back, showed on one page a balance, newly written in red, of \$5,130, and on the other, where he had just placed it, a picture of Jennie.

"Well I'll be danged," said the old gentleman, angry for a moment, but cooling off as the matter flashed back into his memory and he was able to appreciate the situation. "But," springing up and whacking the young man on the back, "I'll keep my side of it, and I think you'd better come up to the house for Christmas dinner to-morrow. I thought Jennie must have something up her sleeve when she chirked up so a month or two ago in Florence, but," with a grin, "why in tarnation didn't you tell me something about it?"—E. J. M.

## NEW LIGHTING SYSTEM.

The Sylvester Manufacturing Co., of Lindsay, are advertising in this issue a new system gas and lighting machine for which they claim many improved and novel features. The Safety Sun-light gas machine, by which name the machine is known, is adapted for commercial lighting, such as for stores, railway stations, factories, churches, hotels and houses, and also for supplying gas for heating and cooking and laboratory use.

The manufacturers claim thorough satisfaction in lighting with perfect safety, automatic regulation, no possibility of disorder, and at a price considerably below that of illuminating gas and electricity.

As you hear the conductor call out, "Guelph! Change here for all points east and west," and he might have added, "For the Winter Fair," you realize by the crowding and jamming you get, at the small G.T.R. station, that there is something doing and you have to get busy to take care of yourself. From the station to the Fair is about three minutes' walk, and you manage to catch your breath, but only for a moment, and by the time you get your Farmers' Institute Ticket that costs you 25 cents exchanged for one that will admit you three times a day for a whole week, you feel kind of cheap.

The crowd is so large you take a jaunt around the machinery exhibit outside for a moment, and size up some of those fancy cream separators that your customers' wives are using to make that Al butter you get with your own label on it, and that 25c ticket doesn't bother you any more, for right there you get your money's worth and can suggest a good many points to others who do not use cream separators. You also notice the latest saving devices for the farmer's benefit, so as to be able to talk about them when opportunity offers. By this time you see a chance to get in the main door and at last you are inside the greatest educational exhibition, if not of the world, at least, one of them. You are then face to face with a great showing of the finest exhibition of fat cattle yet seen at a winter fair, as you can hear expressed by experts who know their business. But as you are not much interested in fat cattle, you shake hands with a few customers and friends, and struggle through the crowd back to the other end of the building, and you are at once struck by the earnest, expectant faces of a large crowd sitting on the seats provided for that purpose, and on inquiring are told to shut up and listen. Prof. Day, of the G.A.C., one of the judges at Chicago, is giving one of his famous addresses on "Bacon Hogs," and you stop to listen, and he goes on to tell the best kinds of hogs to raise for bacon and illustrates as he goes along why one variety is better than another, and you hear Tamworths, Berkshires and the other different breeds shown up either for good or bad, and then the Professor gives time to ask questions and right there is where some good information is to be had, and you listen to the questions and the Professor answers and again shows his reasons.

But while a grocer sells bacon he doesn't raise the hogs, and you move on and enter the poultry department. Now you are interested. All the different varieties of chickens, turkeys, geese and pigeons. There is a big fellow right there also with the knowledge, and as no one else asks questions, you get busy. What is the best kind of chickens

to raise for egg producer you ask. He immediately very kindly replies: Orpingtons, Wyandottes, Plymouth Rocks and Rhode Island Reds, and goes on to explain. That is about your limit at asking questions, as not being a fancier those seem odd names for chickens, so you go on and examine the different breeds of chickens and you soon see that the man apparently knew his business as when you ask a man who owns any of the above varieties, he claims his is the greatest egg producer of them all, and wants to sell you a setting of eggs at fancy prices.

It takes a long time at this poultry department, and before you go on you get thoroughly posted and make up your mind to have a few hens of your own for next year. Just then a friend taps you on the shoulder and asks you if you have seen the seed department, run by members of the Canadian Seed Growers' Association. You say no, and he shows you where to go and there you find your element. The first thing that attracts your attention as a grocer is the seed potatoes, and there are 35 different samples of the finest Murphys you ever saw, and again you start to get busy and go through that lot of samples and examine them just as carefully as you would so many samples of teas and coffee. They are the finest you have ever seen, and a large, round white kind, with big eyes, excites your curiosity, and you begin to get posted. The man in charge gives you all the latest information and the different soils that suit each variety, and you are pleased and move on to the seed corn and the many different varieties of it from the red flint corn in cobs down to the common everyday corn. The same way with the samples of barley, oats, peas and wheat, that are shown in the grain and also in the stocks, which are very interesting.

Then comes the Alsike clover seed, which grows best on low land, and you see the finest samples and compare them also with the red clover. There are several samples, and as they have not been judged yet, you take it upon yourself to be your own judge, and will come back later to see if the expert judges and yourself agree. The Timothy seed is also a very fine sample, and you get it under your glass to one side so as no one will see you, and you then form your own opinion of that also for future reference.

But by this time some friend tells you lunch, provided by the city officials to their guests, is being served in the City Hall, and you return there and have a hand shake with old friends and have a splendid meal, and are waited on by the loveliest lot of young ladies, called the King's Daughters, and they certainly spread a meal for a king. You are hardly done eating when the speeches



## THE CANADIAN GROCER

start, and Alderman Struthers, the chairman of the Reception Committee, who occupies the chair, calls on Mayor Newstead, and you get the freedom of the city and a whole lot of taffy that makes you feel bigger than a grocer, and listen to the nice words of welcome spoken by J. P. Downey, in his own pleasant manner, followed by such great men as the Hon. Nelson Monteith, President Creelman, Professors Day, Dean, C. C. James, and so many other prominent men you watch your chance to get out again and see more of your grocer friends. You are not satisfied yet, and work back to the seed department, and the judges are busy and the crowd are held off by ropes so you accidentally wander into a room that is quite cool and find you are in the dressed poultry department and the judges are just starting their work. They don't object, as you seem quite harmless, and for once keep quiet and you watch them and right there is where the expert business of dressed poultry is being demonstrated to perfection. The turkeys come first. You have been handling turkeys all your life and yet you could not pick a winner. They all look alike to you, but just watch and see the way those judges handle those birds and examine them from head to tail and separate the gobblers and hens, and all in a very short time, and the turkey you thought was a winner has been scarcely looked at. You draw their attention to it, and they thank you, but don't put any red ribbon nor anything else on it. You are disgusted and are going home, and out you go and as you go out you hear the key turned and that is another opportunity lost.

The incubators and how to feed the different kinds of birds and fowl, how to raise onions and keep them profitably also attract your attention. But you think, "Oh, I don't want to keep onions, I want to sell them," and into the sheep department you go and listen to a very instructive address, and also see the sheep that sweep the Chicago Fair and are surprised to find their home is near Guelph and owned by Whitaker Bros. Then someone suggests that you see Jas. Leak's great prize winner in fat cattle at Chicago, and down you go with the crowd and stand for half an hour admiring a beautiful fat heifer that never saw Chicago, and you then are told the great sweepstake winner is not here, but was sold in Chicago. Your temper is up by this time as you had already informed some friends all about this fine animal, and how well it had done in Chicago. You back away and get upstairs again, and meet Aldermen McCrae and Simpson and ask them about the grocery business, and they cheer you up again by saying there is not going to be any hard times around Guelph, for Superintendent Osborne, of the C.P.R., had told them at lunch that he could not find the slightest trace of any around Guelph, and Jas. Dummie, of Aberdeenshire, Scotland, said he had no idea of the magnitude of this country until

he had seen it for himself, and President Johnston, of the Winter Fair Board, spoke of the wholesouled hospitality of the citizens of Guelph, and also said nothing good could be said about Guelph that was not deserved. You bid them good-bye and feel better. By this time the judging is done in the seed department, and you are quite satisfied that you have selected the winners, and, of course, think those judges knew their business, and you go back to the dressed poultry and turn your attention to the geese, ducks and chickens, and here again you are surprised. There are lots of good fat geese that look better to you than the winners, but when the judges explain about being rounded up better and better color, you can see the difference. The ducks, though, that got the prizes were more flat shaped, but of good white color. But when it came to chickens, J. E. Mounce, of Armstrong's Mills, had them all beaten. Really the dressed poultry was the finest collection ever displayed at any previous winter fair here.

Coming down stairs again my attention was drawn to the dairy tests, where the men were busy milking the cows, and I went in and there again is some great information for the grocer. Such as the kind of cows which give the most milk and make the best butter, and this information is all given by the best experts to be obtained in the world. Then come the block tests, where the cattle are examined alive and then killed, and the judges have to give reasons after the killing for their decisions, and the carcasses are hung up for those interested to examine. My, what a great business the grocery business would be if each year we had an annual meeting of this kind with such expert knowledge and such earnest, attractive listeners as we see at this fair. There are some farmers who come to this fair for fun, but by far the majority come on business, to get the very best that is to be obtained in the way of information in their own special line. The ladies also get a great education in the art of butter and cheese making by experts, and there are so many things to be learned that it is really a wonderful fair.

The past week has demonstrated that Guelph is the ideal place in Ontario for the annual meetings of all agricultural organizations. There has been the sessions of the Ontario Agricultural and Experimental Union at the O.A.C. College, the Women's Institute meetings, the annual meetings of the various live stock and poultry organizations, and the Ontario Millers' Association; also the creamery men. The continuous round of addresses under the auspices of the Provincial Winter Fair Board, during all this rich programme of debate and practical demonstration we could only sit back and listen to the allied wisdom of our professional brethren of the Ontario farms. But though we cannot appropriate and apply the lessons in a practical way, we can appreciate the sound theory of it all. The dressed poultry was the finest exhibition of its kind ever seen at any winter fair here. The turkeys and geese were all bought by the Wm. Davies Co., of Toronto, for

the King Edward hotel and the Grand Trunk Railway dining cars, and most of the chickens, also, went to Toronto firms.

The address of Prof. Harcourt, of the O.A.C., at one of the meetings of the Women's Institute, should be of interest to grocers also. He read a most interesting and instructive paper on breakfast foods, referring to the importance of cereal foods because of their cheapness, of the ease with which they can be digested and because they contain all the constituents necessary to the human body. All the breakfast foods that now flood the market under so many different titles all originated from the old-fashioned porridge. One conspicuous good these breakfast foods had accomplished and that was the bringing on the market of the old meal in a cleaner condition. Prof. Harcourt contrasted the four different classes of food—raw, partially cooked, cooked and cooked and digested foods as to solubility, digestibility and palatability. By experiments previously tried, it was shown that the old-fashioned oatmeal, properly cooked, compared in solubility with predigested foods.

In conclusion, Prof. Harcourt said that it had been clearly shown that many of the prepared foods were not so thoroughly prepared as they might be and that all the foods discussed were good foods and gave a large amount of nutrition, these appetizing advertisements should not lead us to withdraw our favor from the old forms of oatmeal.

The new flour testing plant at the O.A.C., under the charge of Prof. Harcourt, is beginning to show results and to be appreciated by Ontario millers. The nature of the work done was explained in an address the other afternoon. Samples of wheat from large lots obtained by the inspectors at Fort William and grading from No. 1 hard to No. 4 Northern, were received for test. The tests showed that the grading done by these men is accurate for the quality of the flour decreased uniformly as the grade of the wheat decreased. Other tests showed that the grading done at the elevators is correct, but that the same grades from different sections of the country vary greatly in character. For instance, No. 3 northern from one section may be far ahead of No. 1 northern from another section. Now, the man who buys the No. 3 northern gets it at a price lower than that ruling for No. 1, and yet is getting a better flour. That is where the testing plant here is doing efficient work for Ontario millers. It enables them to find the actual milling values of the wheat they are buying, regardless of grade. The millers were all greatly pleased with the plant, and much benefit is likely to accrue to them from it. These are some of the most interesting points in the week's work as regards the grocery trade, but all the other lectures and addresses were just as instructive.

W. H. Hamilton, one of Peterborough's progressive grocers, had a fire a short time ago, but is now having his store all re-decorated with new metallic embossed ceiling. The fire burnt out three upper flats and the lower floor was mostly damaged by water.



## DOMINION TRAVELERS MEET

Thirty-third Annual Gathering of Commercial Men's Association in Montreal  
—Election of Officers and Resume of Business Transacted.

The 33rd annual meeting of the Dominion Commercial Travelers' Association was held in the Fraser Hall, Montreal, on Saturday, E. D. Marceau, the retiring president, occupying the chair. Great interest had been taken in the voting for the officers for the coming year, and the scrutineers' report was read amid considerable excitement. From this it was apparent that W. J. Egan, with Arthur & Co., dry goods, Montreal and Glasgow, had been elected president; Samuel J. Mathewson, of Mathewson's Sons, wholesale grocers, Montreal, vice-president; and the following elected directors: L. W. Anderson, with Greenshields, wholesale dry goods, Montreal; J. A. Dawson, with Lyman-Knox, wholesale druggists, Montreal; E. Duckett, with A. McDougall & Co., woolens, Montreal; H. Glassford, Standard Automatic Fire Sprinkler Co., Montreal; S. D. Stewart, on



W. J. EGAN.  
President-Elect.

the staff of Hudon, Hebert & Co., Montreal, as special representative of H. J. Heinz, pickles.

### Annual Report.

The annual report showed a very flourishing state of affairs in the organization. In spite of the heavy death rate the capital of the association had been increased, and the finances were in very satisfactory condition.

E. D. Marceau submitted the report of the board of management for the fiscal year ended December 6, in which it was stated:

"For the year now closed, we find as per treasurer's statement, the total amount of cash received on revenue account to be \$72,093 to which has to be added accrued interest, \$453; overdue interest on mortgages, \$702, and certificates sold in advance at 6th December, 1906, for 1907, \$4,050; making the total revenue for the year \$77,299, which is \$5,721 in excess of last year. Five

thousand two hundred and forty-five dollars has been paid for working expenses and \$10,283 added to capital account.

"The membership continues to show a steady increase. The number of new applications accepted during the year was 994, and deducting those who lapsed, we have a net gain of 409 for the year, making our present membership 6,093. The sum of \$63,250 has been paid the beneficiaries of deceased members, who number 64 for the year, five of which were provided for in last year's statement. While this may not be considered abnormal, the amount paid in benefits exceeds that of any former year. We enter the new year with three death claims to carry over, provision for which is made in the treasurer's statement.

"Owing to the stringency of the money market, we have been enabled to renew at a higher rate of interest all overdue mortgages, which will enhance our revenue account by over \$700. Three matured loans, amounting to \$22,000, have been realized, and four new loans made, aggregating \$35,000, all of which has been invested in first mortgages on real estate."

"We are pleased to state that the tax formerly imposed by British Columbia and Province of Quebec on commercial travelers from sister provinces has now been done away with, leaving Prince Edward Island the only province which still continues to exact this obnoxious license."

### Amendments to Constitution.

After considerable discussion a motion by S. Woods to add an amendment to the constitution was submitted to the consideration of a committee, to the effect that a member who had reached the age of sixty-five years and whose mortuary benefit certificate had reached the maximum amount of \$1,200, might be kept in good standing by the association, at his written request, charging his annual fee against his benefit. Two notices of motion on a similar subject were also submitted to the same committee.

### A Pension Fund Scheme.

On the suggestion of the Commercial Travelers' Club, of the St. Hyacinthe district, it was decided, E. Duckett moving and Mr. Cavanaugh seconding, "that the board of directors for the ensuing year be a committee to study the advisability of creating a pension fund, and that they be authorized, if necessary, to appropriate from the funds of the association a sum, to be used towards securing the services of actuaries or experts in insurance, who could sketch the different modes by which a pension or annuity fund could be created on a practical and solid basis, and that the committee report at the quarterly November meeting, after the actuaries work is completed."

A resolution was adopted to co-operate with sister organizations in again asking the Dominion Government to change Thanksgiving Day from Thursday to Monday.

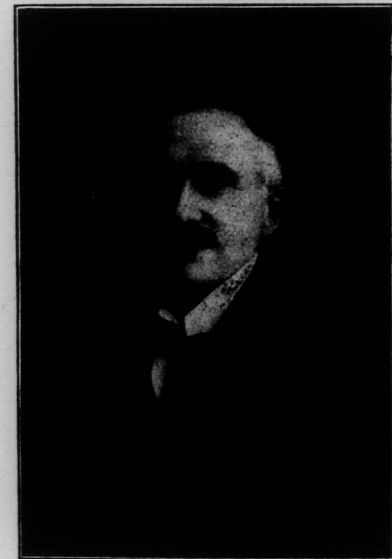
It was also decided that whereas, at the time the provinces were asking an increased subsidy from the Dominion Government, it was practically agreed that if the subsidy was allowed the tax on commercial travelers would be repealed, and all had carried this out except Prince Edward Island, it be respectfully urged upon the Dominion Government not to pay the increase in subsidy to that province until such time as the commercial travelers' tax was repealed.

A copy of the resolution will be sent to the Dominion Government and to the Legislature of Prince Edward Island.

The detailed votes cast in the elections were as follows: For president, Egan 1,384, Wilkins 1,350, Mann 592; for vice-president, Mathewson 1,674, Giles 1,541; for five directors, Anderson 2,002, Dawson 1,744, Duckett 1,689, Glassford 1,514, Stewart 1,495. Remaining votes: Picard 1,449, LeMaistre 1,390, Thibault 840, Petrie 669.

### The Mutual Benefit Society.

The twenty-second annual meeting of the Dominion Commercial Travelers'



S. J. MATHEWSON.  
Vice-President.

Mutual Benefit Society took place in the parent association rooms, Board of Trade building.

The president, J. S. N. Dougall, was in the chair. The annual report was presented and received with unanimous approval. During the year \$19,000 was paid out to the beneficiaries of deceased members, leaving a reserve of \$11,770.50.

New members to the number of 187 were added to the roll during the year, making the present membership the largest in the history of the society.

P. J. Girard, a Richmond grocer, contemplates great improvements in his store. In the early spring he will enlarge the premises considerably and will put up a warehouse to accommodate his rapidly growing trade. Mr. Girard is a typical E.T. hustler. He started seven years ago with a stock valued at \$400, and to-day has a nice business and \$7,000 stock.



**THE TRAVELERS' PAGE**

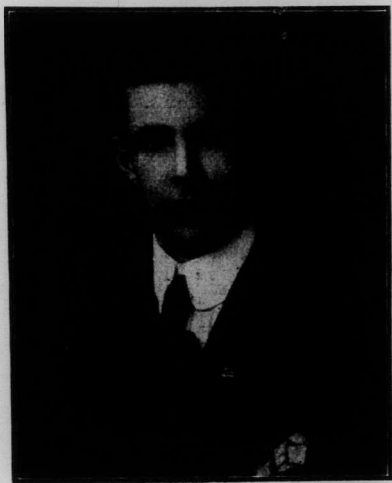
**News of the Knights of the Grip, Particularly Those Who Sell Groceries.**

**Some Items Worth Reading.**

**A NEW CITY TRAVELER.**

Geo. Moffat, Davidson & Hay's new city traveler, isn't always so serious as he appears in the photograph shown here. Assuming the position recently vacated by Chas. Newman, he has been getting acquainted with Toronto grocers for the last three weeks, and has been getting such pleasant receptions that he most always wears a smile.

George was born in Durham 24 years ago, but his family came to Toronto when he was a mighty small boy, and



**GEORGE MOFFAT.**

he has lived in Toronto for twenty years. He is a son of Robt. S. Moffat, builder, and his home is at 244 Davenport road.

Eight years in the wholesale grocery business has given Mr. Moffat a good fund of experience. Three years of this time he spent in the employ of the Eby, Blain Co., and the last five years he has been with Davidson & Hay. He was for some time in the office but latterly has been sample clerk. Selling groceries direct to the retailer is, however, rather new to Mr. Moffat, and, as he says himself, he's "just as green as grass on the road," but he's rapidly rubbing off the verdency and by all accounts his order sheets are showing up in a pretty encouraging way.

George is an enthusiastic member of the Toronto Canoe Club and has made quite a name for himself as a paddler. He was a member of the club's war canoe crew which did things at the regattas at Montreal and St. Catharines last summer.

**JOVIAL EVENING ASSURED.**

Preparations are being made for big things at the Canadian Travelers' As-

sociation's annual dinner, to be held in Toronto, on the evening of December 26th. A meeting was held on Saturday to promote arrangements and a program which seems to size up well has been arranged. J. W. Wildfong, of Gordon, McKay & Co., is general factotum, being chairman of the general committee on arrangements and also chairman of the program committee.

The toast list will be about as follows: "King and Country," "Manufacturing Industries," proposed by J. F. Ellis, responded to by Edw. Gurney; "The Wholesalers," proposed by "Tom" McQuillan, past president, responded to by Jas. P. Murray; "The Press," proposed by H. J. P. Goode and spoken to by J. S. Willison of the News, W. H. Seyler, of The Canadian Grocer and L. A. Laurence; "Our Associations," by S. R. Wickett and E. Fielding; "The Ladies," by John Charles and Jas. Patterson.

The musical part of the dinner promises to be a mighty good concert in itself and will include numbers by no less than ten artists of well known ability and a variety of attainments, most of them old favorites with the travelers.

Indications point to the fact that McConkey's banquet hall will be mightily well filled up that evening as the dinner seems to be evolving more interest than ever among the members of the association.

Chairman Wildfong wants it understood that the dinner is supposed to commence at 7.45.

**JOINED LIPTON'S TRAVELING STAFF.**

Thomas A. Crown, for 19 years manager of Strand's Bank St. store, Ottawa, has joined Thomas J. Lipton's traveling staff. He will cover the district from Montreal to Pembroke, the Upper and Lower Ottawa Valley and main line of the Grand Trunk from Montreal to Brockville. Mr. Crown's headquarters will be in Ottawa. An experienced tea man and salesman, he should do justice to Lipton's in his territory.

**TAKING NEW POSITION.**

L. Caron, who has been in charge of the sample room of the United Factories, Toronto, for the past 10 years, left on Saturday, Nov. 30th, for a new position, and was presented with a handsome gold locket, set with diamonds with suitable inscription. The remembrance was given on behalf of travelers,

office and warehouse staffs. Mr. Caron will be greatly missed by all who had the pleasure of meeting him.

Theo. Miles and J. C. Boeckh, representatives in the Northwest and British Columbia of the United Factories, returned to Toronto a week ago after a successful trip. They report business quite up to average and better than expected after all reports of trade conditions in the West. Better things still are looked for when the spring trade opens.

**PROVINCIAL SECRETARY REPLIES**

The Provincial Secretary has replied to the resolution of the Western Ontario Commercial Travelers' Association respecting hotels in local option towns. Mr. Hanna points out that the matter of compelling such hotels to preserve a certain standard would be diffi-



**THE LATE JOHN F. BAKER.**

A Grocery Traveler of Thirty Years' Standing, Latterly with George Robertson & Son, Kingston.

cult for the Government to undertake, but promised that the resolution would in the near future be brought under careful consideration.

L. C. Armstrong, who has been for a long time connected with the Red Rose Tea, of which T. H. Estabrooks is head, has severed his connection to enter into the brokerage business on his own account. He has an excellent connection with the trade of the Maritime Provinces and is known and liked by most of the wholesale and retail trade in Eastern Canada.

**BETWEEN TRAINS.**

There is good in everything. A man may be ever so bad and still have good teeth.

\* \* \*

The skinniest pig that ever rooted in the ground will make good soap grease. The toughest steak can be ground up in a meat grinder, disguised with spices and things and made into mince pies.



**THE CANADIAN GROCER**

Established . . . . . 1886

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Limited.

**JOHN BAYNE MACLEAN** . . . . . *President*

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Published every Friday.

**A MERRY CHRISTMAS TO YOU.**

Once more the joyful season has rolled round when the merchant in almost every line is overwhelmingly busy and when all the world is, or ought to be, happy. This holiday season, with all its delightful customs, with its numerous visitings at the old homesteads, and, withal, with its contagious and pervading glorious spirit, brings us back to a thought of the reason of it all and to a realization of the privileges of residence in a favored land.

Have you got a grip yet of the real Christmas spirit—the sentimental as opposed to the practical considerations of every day business? Now is the time if ever, in the year, to try to appreciate this and to realize what the better things of life mean.

The Grocer passes on to all its readers, just as much good will and good wishes as may be expressed on a newspaper page.

**OUR CHRISTMAS COMPETITIONS.**

Have you thought yet about entering either of the Christmas competitions which we have been talking about for several weeks? It will be well worth your while, even aside from the matter of prizes, to take part in these contests. If you advertise, and you should, it won't be much trouble to clip a sample of your Christmas week advertisement and send it in

to us. Several grocers have already done so. Then there is the Window Dressing Competition, which has been arranged this year so that all might have an equal opportunity. If you should win in this, your name and your success as a grocer would be scattered pretty widely among the trade all over Canada. That ought to help you, indirectly, if not otherwise. Your local paper would probably be willing to use the cut of a prize-winning local merchant, and we will be pleased to let you have it for that purpose when the window has been reproduced in *The Grocer*.

**A MATTER TO CONSIDER.**

One of our correspondents has brought under consideration recently the matter of the giving of gifts to customers by grocers at Christmas time. The matter is one that is worth considering very seriously before any action is taken. In these days of keen commercial competition the retailer makes little enough on his goods in the regular way and cannot afford to remember all his customers by a gift at the holiday season. We believe the same money spent in better quality of goods and more efficient service will yield the same and better results.

**NEGLECTED FORM OF ADVERTISING.**

One of the most simple and cheapest forms of advertising and yet one which is in a great many cases lamentably neglected, is that of the sign. In the cities this is usually well taken advantage of, and the astonishing growth in the number of illuminated signs advertising all lines of business during the last year or so attests the value of this medium. But in the smaller towns and country districts many a good opportunity is wasted and many a dollar lost through neglect of this form of commercial publicity.

How often you see a factory adjacent to a railway where a sign would be a very valuable adjunct but the firm appears nameless and travelers cannot even gather a hint as to the variety of goods manufactured. How different this is from other firms who rent sections of farmers' fields and side of their barns and miles of fences to display their product.

Again, in the smaller towns store after store is signless and to a stranger the only way to find out what class of goods is handled is to step inside and inquire.

With the throngs of motorists passing through the country to-day a well-

painted and attractive sign, particularly on a grocery store, is of particular value and will attract frequent incidental custom, and custom well worth while, which would otherwise have passed by.

But, one point, the sign should be fresh-looking and attractive. It should give an adequate idea of the excellencies of the store interior. An old worn-out sign over a really attractive store is worse than none at all.

**THE SITUATION IN THE WEST.**

The Grocer's correspondent in Winnipeg writes of local conditions.

The West is taking things easy and waiting for Christmas. The extremely mild weather continues, indeed, at this writing, Dec. 14th, it is thawing and Winnipeg is one slush and all old timers are predicting an early winter.

Retail trade is excellent, never better, the merchants say, and wholesalers declare that collections are coming in a little more freely. Winnipeg has the civic election off its chest, and all the good business men on the slate were elected with large majorities so that Mayor Ashdown enters on his second year backed by a Council and Board of Control thoroughly in sympathy with his aims for the city and the knowledge that the city as a whole is behind him.

The wheat market remains dull but strong and the slump after the close of navigation was smaller than was expected. Returns from the head of the lakes show that over 20,000,000 bushels of the wheat crop of 1907 were shipped before navigation closed or only 5,000,000 bushels less than last year. The Canadian Pacific Railway has announced its intention of carrying 150 cars of grain daily out of Fort William to St. John, N.B., to other eastern points for the next two or three months and if the weather permits of this there is every reason to believe that the bulk of the wheat will be out and ready for seaboard shipment in good time. The all-rail haul will certainly reduce the profit to the farmer, but if prices advance again as there is good reason to believe they will, the farmers will do well even with the long haul.

The Grain Growers' Association claim to have sold 2,000,000 bushels of low-grade wheat for feed in Ontario and this will go out all-rail. At the present writing enough grain has been contracted for eastern shipment to take the C.P.R. to the limit for December. Of course the mild weather is ideal for the movement.—H.



# Men Who Know How

Something About the Selling Staff of the MacLaren Imperial Cheese Company, Limited—One Reason for the Success of This Canadian Firm—Lists of Officers and Agencies.

Much of the success achieved by the MacLaren Imperial Cheese Company, Limited, has been attributed to the strength of its sales staff, and The Canadian Grocer believes, therefore, that the portraits of some of its members, which are reproduced on the following pages will be viewed with interest by a large majority of our readers. It is to be regretted that owing to the short time at our disposal, and the modesty evinced by some of the members of the staff, we are only able to give the portraits of thirty-three out of the seventy or more representatives in Canada and the United States. Many of the faces presented will be familiar to our readers on both sides of the boundary and of them individually nothing more need be said than that to be included in the sales staff of this most progressive company necessarily stamps a man as being a salesman of the first degree of ability, and that many of them have an international, if not a world-wide reputation.

To a reporter, who asked Mr. Henry Wright, the general manager, how the men were chosen to act as representatives of the company, he said:

"In placing on the market goods of our own manufacture, such as MacLaren's Imperial Cheese, Imperial Peanut Butter and Imperial Dessert Jelly, we have always endeavored to select as salesmen or representatives 'men who know how,' that is, men who know what they are talking about. No one calls in a physician to settle a legal dispute, nor a lawyer to prescribe for a fever; a carpenter, as a rule, is a poor blacksmith, and a blacksmith or a butcher are never called upon to perform a dental operation. A man, to be able to talk intelligently to grocers and to gain their confidence, must have a technical knowledge of the business and for this reason our men are all trained grocers, men who can meet their customers on their own ground, whose experience enables them to know whereof they speak when anything pertaining to groceries or the grocery business is discussed, or who can even go behind the counter and demonstrate the salableness of their wares.

From this you will see that we select none but practical men; but besides being practical they must be trustworthy. We permit of no promises without performance, no exaggeration or misrepresentation; the word of a MacLaren Cheese Company's man must be as good as his bond—as good as the bond of the company. Beyond this we have no invariable rule in selecting our men. No two generals adopt exactly the same tactics; no two salesmen adopt the same means to make a sale. In fact, there are as many types of salesmen as there are stripes on the tiger, and it is difficult to say which type is most generally successful. Nevertheless I believe that our representatives have in common, to a very high degree, these

three great attributes, optimism, faith and enthusiasm. Yes, to a man they are optimists—boosters, if you like—and thank heaven, there is nothing more infectious than acute optimism, and part of our mission in life is to spread it broadcast amongst the grocery trade.

"Faith? Yes, our men have faith without bounds in the company, faith unshaken by years of experience in the goods they sell, and withal an inspired faith in themselves. The other attribute—enthusiasm? Optimism and faith or confidence, combined, are bound to beget enthusiasm, and our men, one and all, have it in its highest degree. Enthusiasm, let me tell you, is the force, the motive power which sells goods."

Continuing, Mr. Wright said: "We have made, with the help of such men, the goods of our own manufacture known all over the world, in every civilized country. Wherever there is a grocery store, there can be found MacLaren's Imperial Cheese. What we have done with our own goods, we can, in the markets of Canada and the United States, do with any line that has real merit, but unless we can prove to our own satisfaction that a line has real merit, is good value, we will have nothing to do with it. I can name a dozen or more proprietary articles which can be found in seventy-five per cent. of our retail grocery stores, which were placed on the market through our medium, most of them in record time and at a minimum of expense.

"A week hardly ever goes by that we are not offered an agency of some kind, in fact we are constantly importuned by manufacturers who endeavor to enlist our services and the disposal of our selling organization to place their lines on our markets. In nine cases out of ten we are obliged to turn a deaf ear to their appeals. We will not undertake such a mission without satisfying ourselves first that the article to be sold will be appreciated by the buying public as one of sterling quality and honest value, and secondly that the integrity and reputation of the manufacturer are without blemish and beyond reproach.

"In satisfying ourselves on this point, and with a view to making the most searching enquiries, our managers make periodical visits to the markets of the world. For instance, our Canadian and United States managers, Mr. C. L. Marshall and Mr. A. MacWillie, are sailing on the steamer 'Mauretania' on December 28 on a flying trip to London, Paris, Bordeaux and other European centres to make business arrangements of the greatest importance to the company."

The MacLaren Imperial Cheese Co., Limited, has its head office in Toronto, Ontario; cheese factories and offices at Wellesley and Woodstock in the same Province; agencies or branches at Halifax, N.S.; St. John, N.B.; Quebec and Montreal; Winnipeg, Man.;

Calgary and Edmonton, Alberta; Vancouver and Victoria, B.C.

In the United States the offices are at Detroit, Mich., with branches and agencies at the following points:

New York, N.Y.  
Boston, Mass.  
Philadelphia, Pa.  
Baltimore, Md.  
Atlanta, Ga.  
Chicago, Ill.  
Cincinnati, O.  
St. Louis, Mo.  
Norfolk, Va.  
Nashville, Tenn.  
Memphis, Tenn.  
New Orleans, La.  
Dallas, Texas.  
Galveston, Texas.  
Minneapolis, Minn.  
Kansas City, Mo.  
Omaha, Neb.  
Davenport, Iowa.  
Milwaukee, Wis.  
Denver, Col.  
Los Angeles, Cal.  
San Francisco, Cal.  
Seattle, Wash.  
Portland, Oregon.  
Butte, Montana.

The company are the sole agents in Canada and United States for Macdonald Bros., Limited, London, England, manufacturers of high grade pickles, sauces, jams, jellies, marmalade, condiments, etc., and are the largest packers of canned fish in Great Britain.

Through its agency department the company also represent, either locally, for the Province of Ontario, or the Dominion of Canada:

Surprise Soap.  
Snider's Tomato Catsup, Pork and Beans, etc.  
Upton's Jams, Jellies, Marmalade, etc.  
Star Egg Carriers and Trays.  
Two-Flag Norwegian Sardines.  
Bensdorp's Cocoa.  
Beauce Brand Maple Syrup.  
Tip Toe Matches.  
As brokers and agents the company represent through their Toronto office: Meyer & Co., Patras and Hamburg, Currants.  
Julian Monfort e Higos, Denia, Raisins.  
Thornton & Co., Malaga, Raisins.  
C. J. Calothi, Smyrna, Figs and Raisins.  
P. M. Loubrie & Co., Bordeaux, Canned Fruits, etc.  
Evans, Coleman & Evans, Vancouver, Salmon.  
Evans, Woodhead & Turner, Liverpool, Nuts, Fruits, etc.  
A. C. Burdick & Co., Portland, Ore., Prunes.  
Guggenhime & Co., San Francisco, California, Dried Fruits.



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TORONTO

HEAD OFFICE  
TORONTO.  
CANADA



HENRY WRIGHT  
GENERAL MANAGER

# MACLAREN IMPERIAL CH



C. W. ARTHUR  
TORONTO



ROBT. JOHNSTON  
WOODSTOCK



W. E. BIDWELL  
TORONTO



J. M. WRIGHT  
TORONTO



H. B. STANZ  
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F. G. EVANS  
VANCOUVER B.C.



J. HUNTER WHITE  
ST. JOHN N.B.



A. B. MITCHELL  
HALIFAX N.S.



H. L. LUSK  
DAVENPORT, IOWA.

# SOME REPRESENTATIVES OF



TO KNOW HOW!



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YORK



B. H. LAPE  
DETROIT



S. MC COY  
DETROIT



H. M. DUTCHER  
PHILADELPHIA



H. J. FREEMAN  
ST. LOUIS, MO.



H. L. SINGER  
ATLANTA, GA.



W. C. LAWRENCE  
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UNITED STATES OFFICE  
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PERIAL CHEESE



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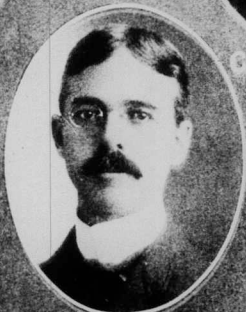
MELVILLE HALL  
MONTREAL.



R. B. HALL  
MONTREAL



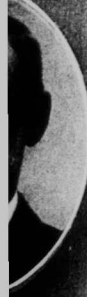
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HENRY P. FLINT  
LOS ANGELES, CAL.



F. W. BOYNTON  
LOS ANGELES  
CAL.



HELL  
LIFAX - N. S.



A. TRUESDALE  
WINNIPEG.



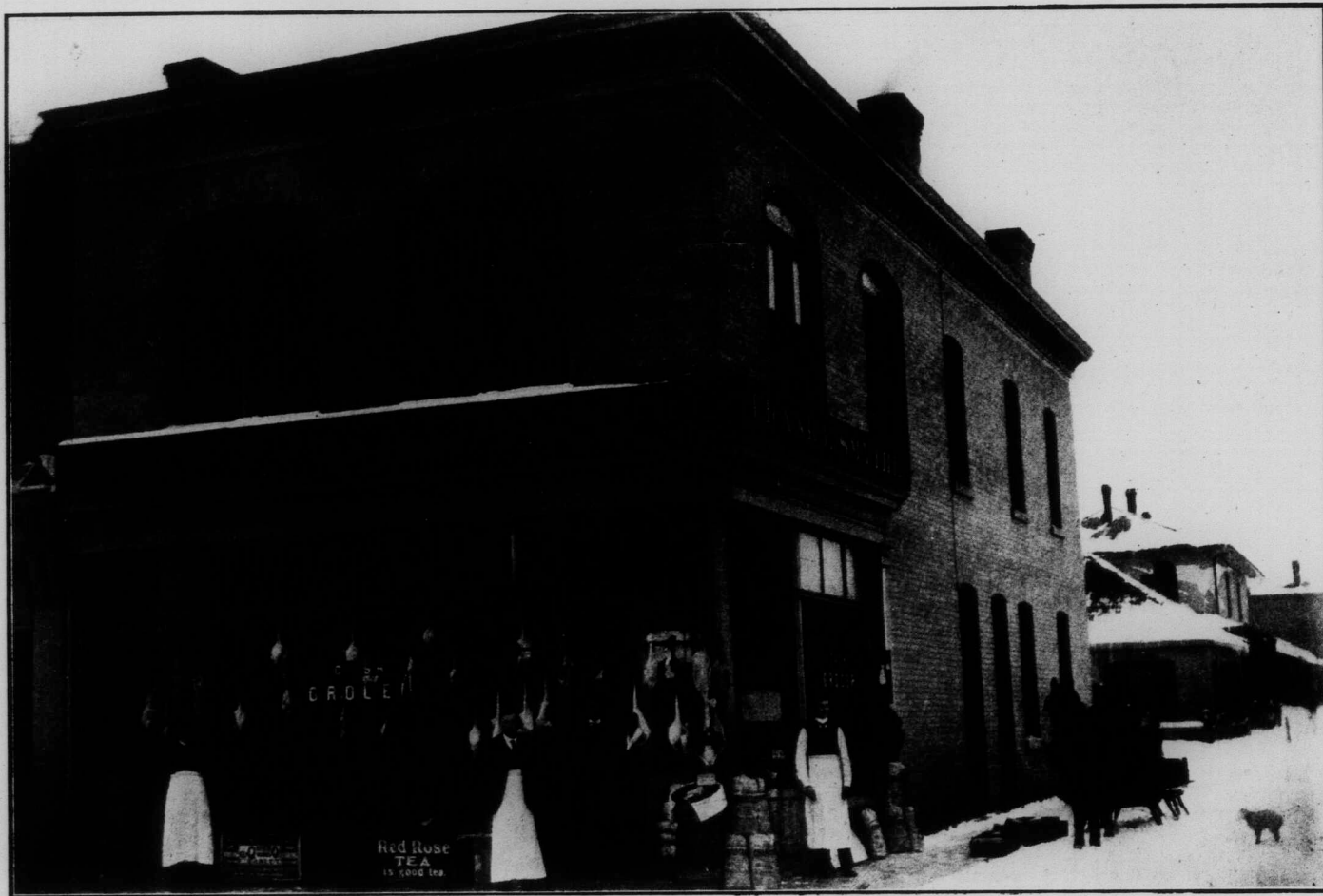
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ATIVES OF THE SALES FORCE.





One of the best equipped retail stores in London, Ontario

## The Best Grocers All Use Star Egg Carriers and Trays

Hear what this man says:

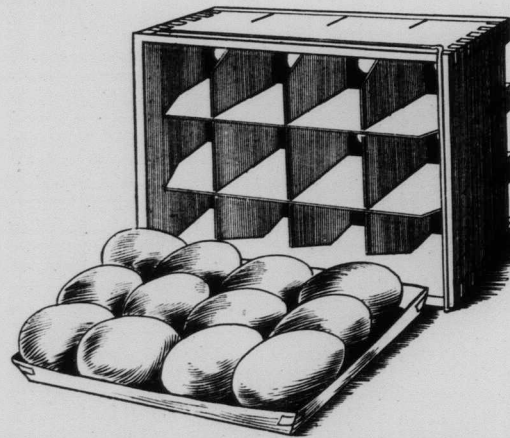
December 5th, 1907

MacLaren Cheese Co., Toronto, Ontario.

Gentlemen,—In answer to your enquiry regarding Star Egg Carriers, I beg to state that I have used them for the past two years, and would not be without them if they cost three times the price. I have no hesitation whatever in recommending Star Egg Carriers to every Grocer in Canada, as they soon save their cost in the safe delivery of eggs. It being the only profitable way of handling eggs, I would, then, again impress upon all dealers to install Star Egg Carriers and Trays.

Yours truly

FRANK E. SMYTHE.



### Star Egg Carrier and Tray Mfg. Co., Rochester, N.Y.

Sole Agents for Canada:

MacLaren Imperial Cheese Co., Limited

Toronto, Ontario

\*Gro

Trade Items

Heretofore appeared in umns. The w correspondent

The term C significance. land which for Province of No the mainland and it is also four counties divided.

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The City of chief centre. incorporated tow ney Mines, GL Dominion. In incorporated to verness. In Counties there towns, and the deck and Eng St. Peters and

The total po Island in 1901 estimated now several large Acadians pop Stock and a l throughout the greater part of land Scottish

The resources ficient to guar perity of its most widespre eries, particula rank with the Coast. Agriou verness County a large timber touched. Rich chiefly on fishi tries, however, making and Breton county. Breton is pract natural advant of iron and st



# Grocery News from Coast to Coast

Trade Items of Interest From Every part of Canada—Better Feeling Pervades the Country Generally With Good Outlook for Business in the New Year.

## SYDNEY, B.C.

Heretofore Cape Breton news has not appeared in your correspondence columns. The writer is probably your first correspondent in this locality.

The term Cape Breton has a double significance. It is the name of the island which forms the eastern part of the Province of Nova Scotia, separated from the mainland by the Strait of Canso; and it is also the name of one of the four counties into which that island is divided.

The island is not large; its extreme length being only 110 miles and its greatest width 87 miles. The total area is less than 4,000 square miles. In shape the island is very irregular and its coast is generally picturesque and is indented by many bays and harbors. The most important harbors are Sydney, Louisburg and Gabarus. Not only is Cape Breton surrounded by water, but it has a comparatively large inland sea—the beautiful Bras d'Or Lakes. There is, therefore, an external and internal coast line, a luxury indeed. The natural entrance to the Bras d'Or Lakes from the Atlantic is at the eastern end of the island by two arms which inclose the small island of Boularderie.

The City of Sydney is the island's chief centre. There are five other incorporated towns, North Sydney, Sydney Mines, Glace Bay, Louisburg, and Dominion. Inverness County has two incorporated towns, Port Hood and Inverness. In Victoria and Richmond Counties there are no incorporated towns, and the chief centres are Baddeck and Englishtown in the former, St. Peters and Arichat in the latter.

The total population of Cape Breton Island in 1901 was about 97,600. It is estimated now at 110,000. There are several large settlements of French Acadians population, some Loyalist Stock and a large Cosmopolitan crowd throughout the island. But by far the greater part of the people are of Highland Scottish origin extraction.

The resources of Cape Breton are sufficient to guarantee the material prosperity of its people even in times of most widespread depression. Its fisheries, particularly the lobster fishery, rank with the best on the Atlantic Coast. Agriculture is profitable in Inverness County. Victoria County has a large timber supply, as yet barely untouched. Richmond County depends chiefly on fishing. The greatest industries, however, are coal mining and steel making and manufactories in Cape Breton county. The coal supply of Cape Breton is practically unlimited, and the natural advantages for the manufacture of iron and steel products are such as

to assure a large development in manufacturing in the near future.

One of your correspondents has said that "Cape Breton was the front door of Canada." Is that statement justifiable? Let the reader judge for himself. Although Cape Breton is an island it is only separated from the mainland by the narrow Strait of Canso, and the cars of the Intercolonial Railway are now carried across this Strait upon a ferry scow or steamer expressly constructed for the purpose. Thus to all practical purposes of communication there is no separation, such as there is between Newfoundland and Canada. A map or a globe and a pair of dividers

not the reader agree that it is well within the truth to say that Cape Breton is the front door of North America?

Of the Cape Breton ports Sydney is the most important at present, and it promises to remain the most important for a considerable time, no matter how rapidly other ports may develop, for the development of other ports must necessarily contribute to Sydney's development as well. It is the industrial capital of the Province of Nova Scotia. It is in a position to produce the cheapest ton of steel of any city of the Maritime Provinces, or perhaps, of any city of Canada. And the city that can do that has insured supremacy. Sydney is connected with the neighboring towns and mining centres by a well-equipped and efficient electric tram and ferry service. It is a city of churches and good schools, social clubs, banks, large business houses and all else that marks a progressive 20th century city.

During the recent financial stringency, now happily passing away, the principal business houses have kept on the even tenor of their way. A few, very few, have gone to the wall, but those were the flighty and unsubstantial who may be termed "boosters." Every city has its share of them. The "old reliable" never showed any signs of shock, and several have informed your correspondent that their business steadily increased all during the fall months and the Xmas trade shows signs of being as vigorous and healthy as ever.

During the past and present weeks, Mr. J. S. Creed, Lipton's Maritime representative, has been demonstrating Lipton's goods in Sydney. Last week he was at the store of H. C. Harrington and this week at the store of F. and J. Morley.

It is perhaps unusual to divulge trade secrets even in *The Grocer*, but here is one. One of the most popular young men in the trade, D. M. McMillan, has recently joined the benedicts. Miss Armstrong, of Sydney, is the happy bride. Mr. and Mrs. McMillan are back from their honeymoon and residing on Tewsand St.

## INGERSOLL.

While Ingersoll merchants have had no reason to complain about the volume of business done during the autumn season, it must be admitted that the outlook for the winter trade is not as bright as it might be. There is a general tightness of money, with a scarcity of work in some lines, circumstances

### HOW WILL IT WORK?

The following note from the Hamilton correspondent introduces a subject which should be of interest to grocers generally.

A resolution was brought in at a recent meeting of the Retail Merchants' Association, recommending the government to make 75 pounds the standard weight for a bag of potatoes.

After considerable discussion the motion was unanimously carried. The arguments in favor of this move were that it would be more convenient to handle, that the lower price would put the bag within the reach of more people, and that the vast number of sugar bags that people now have no use for could be used to advantage, and also it would be a great boon to the grocer's delivery man, who is not always built to carry weight. The writer has spoken to a large number of farmers on the subject and they all agree that it would be a move in the right direction. Legislation is desired on this question so as to have a legal weight established throughout the country. I would like to hear what your correspondents think of this question.

will convince anyone that Cape Breton ports are nearer to Europe than any other ports on the Atlantic Coast of America, and in these days when hours count such an advantage is surely worth having. But the map or globe will also show that both North and South America swing, as it were, to the east from a fixed pivot at the Isthmus of Panama. From this follows the startling fact that Cape Breton ports are also nearer to the principal South American ports than are the ports on the United States Coast. Not only that, but Cape Breton is about 900 miles nearer Cape Town and other South African ports. Will

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## THE CANADIAN GROCER

which cannot fail to lessen the amount of business done. Ingersoll, however, has been fortunate in regard to the money stringency and scarcity of labor, but those who have the money and work will undoubtedly take a lesson from those places where the conditions are rather alarming and there will probably not be the usual extensive purchasing at the Christmas season. On Monday evening the Noxon works, furnishing employment for one hundred and eighty men, were closed down for an indefinite period. This action came as a complete surprise to the men and to citizens as a whole, and especially the business men. It is being hoped that the shut down will be only of a temporary nature.

“Food suggestions for Christmas,” is the heading of an attractive folder issued by a local grocer in placing before the public a complete list of the many articles required for the Christmas season. The folder is artistically gotten up and is undoubtedly good advertising. In addition to pointing out the many requirements for the Christmas season, it furnishes prices, and in this way will doubtless be appreciated by all into whose hands it falls. There is much extra buying to be done at the Christmas season and the merchant who would reap a fair share of it must be enterprising enough to make a bid for

Thos. Seldon, the well-known apple exporter, accompanied by Mrs. Seldon and Miss Edna Seldon, left recently on an extended trip to England and Germany.

Although much is being heard about “dull times,” local grocers do not appear to be suffering to any extent. They have all made elaborate preparations for the Christmas trade and are unanimous in reporting a brisk business. The housewife has commenced activities for the festive season and such articles as sugars, peels, spices, etc., are very much in demand.

### LONDON.

These are busy days in the retail grocery trade and for over a week merchants and clerks will have little leisure. It has long been the custom for grocers to keep their stores open at night for a week or so before Christmas, and this year is no exception to the rule. Christmas goods, of course, are in great demand, and the sales are likely to be equal to any previous season. Market days—Tuesday, Thursday and Saturday—will see extra rushes, but the merchants of London are prepared for all.

Little attempt has of late years been made by local grocers to give their store windows an attractive appearance at Christmas time. Time was when merchants seemed to vie with one another in giving their windows a Christmas look, but nowadays it is rare to find anything out of the ordinary in London grocery stores. Asked as to the cause of this a prominent man in the trade admitted his inability to give an explanation. He supposed, however,

it was because goods sold just the same that window dressing, as a trade drawer, did not justify the trouble involved. Still, Christmas shoppers like to see store windows dressed in a Christmas-like way, and there can be no doubt that were storekeepers to pay some attention to giving their windows an attractive look at this season of the year many people would be brought down town, particularly at night, who would otherwise stay at home, and any one will admit that the more the business streets are crowded the better it is for trade. Grocers and others would make no mistake did they give this matter a little consideration.

A number of grocery travelers have made application for membership in the Retail Grocers' Association. The original intention was to make the association solely a retail dealers' organization, but many travelers are convinced that were they admitted to the meetings and permitted to hear at first hand grievances of retailers, when such arise, it would be of advantage all round. The matter will come up at the next meeting of the association.

Price-cutting among grocers in the north end of the city continues and the officers of the Retail Grocers' Association are endeavoring to bring the offenders to their senses. Not only sugar, but Christmas goods, have been included in the cuts.

Business in wholesale lines continues remarkably good. Prices are unchanged from a week ago. Payments are good. Travelers will be in for the holidays next week.

The Travelers' Club held what was called a “hard times” smoker in their club house Friday night, and gave their 200 guests a splendid time. Why it was called a “hard times” affair no one seems to know, and in view of the speeches, the hilarity and the songs, it was certainly a problem to those present. As a matter of fact, “good times” seemed to be written on the faces of all and to be stamped on the utterances of every one. One thing is certain, the time they had Friday night was one of the best in their experience.

Since they removed to their new and extensive premises in the East End, the firm of Gorman, Eckert & Co. have doubled their ordinary business, while their canning factory is proving a big thing. This is one of London's most progressive concerns.

### PETERBORO.

From present indications the local market is going to be well supplied with poultry during the holiday season. Dealers and grocers state that it is years since they were able to get fowl so easily, in fact, in some cases they have been able to pick up good birds at almost any price they would name. The high price of grain is assigned as the reason for the large offerings of poultry, farmers not caring to winter any more birds than they have to. Turkeys and chickens are coming in plentifully and prices are below those of last year. Everybody should be able to

grace the Christmas board with a turkey this year.

It is understood that his friends are urging Mr. E. F. Mason to be a candidate for alderman at the coming municipal elections. Mr. Mason is the proprietor of three groceries in Peterborough, and is one of the city's leading business men. He was in the city council for several years, retiring at the close of 1906, but his friends are urging him to re-enter municipal life. If he consents to stand, there is little doubt as to his election.

“The stringency of the money market” is all one hears about nowadays, but despite it the grocers of Peterborough are preparing for the biggest holiday of the trade on record. The coming of the snow has served as a reminder of the near approach of the Christmas season and holiday goods in the shop windows assist in driving home the fact. Trade in all lines is lively in Peterborough and the merchants are looking forward to the busiest season of them all.

In connection with advertising, it may be stated that the holiday season furnishes a striking example of the power of printers' ink judiciously used, and at the same time demonstrates a somewhat strange policy on the part of some Peterborough merchants. Only a small percentage of the grocers of this city advertise regularly in the local newspapers. Many of them, however, commence advertising about two weeks before Christmas and keep it up until the holiday season is over. Then they withdraw their advertising and nothing is heard of them for another year. If there is a time in the year when goods ought to sell it is around Christmas. Everybody has the buying spirit and get what they want, advertising or no advertising. Why, then, does the grocer advertise during the festive season and not the rest of the year? The grocer who advertises at Christmas will, without doubt, get more trade than the man who waits in his shop and waits for business to come to him, but why should a grocer advertise at Christmas and not during the other portions of the year? Why put more steam on when going down and not when going on the level or up grade? Advertising is more essential during the dull seasons than around the holidays. Think it over, you who wish to make a success of your business.

J. Connell, of P. Connell & Sons, is confined to his home with a bad attack of mumps, and it will be some time before he is around again.

### GUELPH.

Speaking of the present financial difficulties, the full dinner pail stories ought to be revived, is the opinion of one of our local writers, who, among other things, says: “Just imagine a baseball diamond, with a tailor shop



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on 1st base, a grocery store 2nd base, a shoe store 3rd base and a dry goods store at the home plate, and a man, the owner, on each base. Let all start pitching and catching with a silver dollar for a ball. The tailor throws a dollar to the grocer and he returns him a dollar's worth of groceries. The grocer lets his dollar go at the shoeman and he returns a dollar's worth of shoes, and so on around the bases and the faster the dollar is played the bigger the bunches of comfort to take home to the wives and children.

The merchants, themselves, are really sometimes to blame for circulating a lot of those hard time stories which are generally added to each time they are told. A man will come into your store and tell you he is laid off work and upon your inquiring the cause, he will tell you there were fifteen of them laid off as the stock room was full at their shop, and out he goes. The next customer comes in and you immediately (before he starts to buy) load him up with the fact that fifty men were laid off at so-and-so's, and so the story goes from one to another and each time the number of men laid off is larger. The proprietors of other shops get scared and start to cut down expenses also as they think so-and-so must have got inside information somewhere and we behind the counters have our customers scared to death to spend their money. It is hard enough any time to induce people to buy, but don't imagine you are making it easier for them by telling of hard time in the near future.

Benson Bros., grocers, have just finished adding a new china room to their already extensive business.

A meeting of all the members of the Retail Merchants' Association is called for Tuesday evening in the Canadian Room of the Kandy Kitchen, to discuss the \$125,000 waterworks by-law, which is to be voted on at the beginning of the new year. The members of the Water Commission will be there and give full explanation of the proposed changes. There is no more important question from the standpoint of fire protection and pure drinking water and there ought to be a large attendance.

One of Johnston & Co.'s delivery wagons was run into by a street car this week and the wagon badly damaged, but the driver escaped.

Travelers from the north this morning report seeing a farmer ploughing, which is something unusual on Dec. 9 in this section.

There was a big attendance at the market on Saturday and the want of the Winter Fair Building for an inside market was quite noticeable. The demand was not at all brisk and although eggs and butter still maintain top notch prices, there was quite a fall off in poultry, potatoes and apples. The police were again active and refused to allow handbills to be distributed or allow groups of idlers to stand around talking and blocking the passage, so as those who wished to do business could do so readily.

After all is said and done the month of November was not half so bad as

was expected. Several reliable grocers report the month as a whole very nearly up to the standard and others report it just as good as it generally is. The one extra Saturday in November bringing the sales for the month up a lot.

The weather is not very promising to-day for the first day of the Winter Fair, but the crowds have started to arrive and they have to eat, and that is where the grocer gets the benefit of our Winter Fair.

One of the most popular visitors to the Winter Fair was Fred. T. Smye, of Balfour, Smye & Co., Hamilton, who makes an annual pilgrimage here each year at fair time, combining business with pleasure. He ought to, anyhow, as he is in the heavyweight class now. Fred knows and remembers everyone connected with groceries in Guelph from the drivers to the lady bookkeepers and hunts them all up at fair time. He had in tow at the fair his brother Charlie, Geo. Williams, West Fielding, Archie McLaren and several others, and he seemed to have forgotten all about Tartan Brand goods, as he explained to them the different improvements in stock since he left the farm. The grocers are all glad to see him, even if some do not buy from his firm.

Geo. Williams had a well dressed window for fair time. It was filled with boxes of English make of bon bons in many varieties. He also had two very large stockings hung at the top, filled with toys, the retail price of them being \$7.50, so they ought to be beauties.

J. A. McCrea & Son also had a good window in the form of an artificial tree with a man half way up and another pulling him down, and remarking, "Hold on, brother, I want some of McCrea's bargains also."

About a foot of snow fell Saturday and Sunday and we have now got good sleighing, which ought to make business boom for the Christmas trade. Nine days of good stout hustling and every day our busy day, so cut out all other engagements and make one grand combined rush and stick at it till Christmas eve or the goblins will get you if you don't watch out.

### HAMILTON.

The Retail Grocers' Association Picnic Committee made its final report at the last regular meeting, and it was very gratifying indeed. After all expenses were paid a handsome balance was turned over to the association, this picnic proving the longest and best ever held by the trade, and this was largely due to the untiring efforts of James Main, the chairman. The members marked their appreciation for him with a presentation, an address and a handsome easy chair, which "Jim" accepted in his usual graceful style.

A resolution was passed donating \$10 each to the following institutions: Boys' Home, Girls' Home, House of Refuge, St. Peter's Home, Home of the Friendless, Aged Women's Home, and Day Nursery.

This goes to show that the members of this association have their hearts in the right place, and do not get up a picnic for personal gain, and shows their friends that the help so kindly given them to get up the picnic is twice blessed, by helping the grocer, and now, in turn, the grocer puts it where he thinks it will help the "poor who are always with us."

Hamilton stores are looking bright and inviting, and it seems to me that trade this Christmas will be larger and more profitable than for a great many years. I was pleased to see the article from your Victoria correspondent in regard to cranberries, and the price they were being retailed at in London. We have people here selling them at two quarts for 25c., which is away less than cost. Twenty cents a quart gives only a fair profit. Questions like this, of practical import, I think, are eagerly taken up and acted on by your readers, where some of them follow up the other fellow's price without figuring out the cost of the goods.

The grocers are taking an active interest in municipal politics, a great deal of important business looming up for the Council of 1908. The Hydro-Electric Power question, local option and other measures of vital interest, and it is likely the new Council will see a number of Hamilton's retail merchants on the roll.

### LINDSAY.

In the art of decorating Lindsay stores are hard to beat, especially in the grocery business. The business men and their employes seem to have the knack down fine. The grocers all have put in their Christmas stock and are ready to fill the wants of everybody. True, the stores are very bright and attractive in the daytime, but they show up their many beautiful points in the evening, when all is ablaze with light.

The windows of Lindsay groceries are always bright and attractive, which is quite a drawing card for the store. One grocery clerk was heard to remark, "I wish I had the time to compete in the window-dressing competitions of The Grocer, and I would make them all hustle." This statement is very true, as at no time is his window not "one of the best."

Some grocers spoil the outside appearance of their store by placing large quantities of goods outside in front of their windows, thus keeping the window from view. A merchant, who was always in the habit of doing this, was advised one day to not put a display of goods outside and see what the consequence would be, remarked afterwards that the amount of goods he sold out of his window was surprising.

One of the greatest helps in the grocery business is the use of tasty price tickets. This plan is always carried on by W. E. Baker, and he says there is nothing to equal it. These cards are changed every few days so as to be always bright and attractive.



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### ST. JOHN, N.B.

St. John, Dec. 17.

There was an easier tone in the produce market last week. This, the dealers say, was largely due to the open weather. There is not much change, however, in the quotations, although if present conditions continue much longer there is little doubt that prices will drop. Butter is already off two cents a pound and there are predictions that it will go lower. All kinds of poultry has dropped in price and meats are somewhat easier.

Scarcity of fresh goods is the cry among the local fish dealers, and as a result prices are very firm. Fishermen are receiving ten per cent. more for fresh haddock, which has caused an advance of a cent a pound in finnan haddies. Kippers and bloaters have advanced about 50 per cent.

Wholesale dealers report very light receipts for the past week. H. P. Robertson received 46,000 pounds of fresh haddock; 20,000 pounds of cod and 5,000 pounds of haddock were landed for Leonard Bros., and James Patterson received 2,000 pounds of cod. Goods are still being shipped to western Canada, the Leonards having sent a carload of mixed cured fish to Winnipeg last week.

Advices from Richibucto are to the effect that the smelt fishing season, the success or failure of which means a very great deal to the people of that community, opened on Monday, and it is to be regretted that up to the present the outlook is by no means bright for a successful season.

At the annual meeting of the Charlotte county weir owners and weir fishermen's union, held at St. Andrew's on Monday, Dec. 2, it was decided that the minimum price of herring for sardine purposes be placed at \$6.

The first shipment of British Columbia salmon is now on the market and is quoted at 12c a pound wholesale.

The outlook for the big winter port business in United States goods looks bright. Up to Friday last there had been received at the customs house manifests for 400 cars of general goods from across the border.

Seven steamers which have sailed for the United Kingdom thus far have taken away goods valued at \$1,377,812, of which \$378,320 was U.S. goods.

The steamer Dahome, which arrived Dec. 13, from the West Indies, brought a large cargo for this port and a big lot of sugar for Halifax merchants.

Elmore & Mullin, grocers, on the south wharf, have had W. J. Rogers arrested for obtaining goods by false pretences. Rogers appeared before the Police Magistrate on Friday last and pleaded guilty. He was remanded.

An interesting case before the Carleton County Court on Dec. 12, was that of John W. Bohan, of Bath, against Edmund S. Dibblee, a grocer, of St. John. Bohan claims that Dibblee owes him \$306.86 for hay, straw and potatoes supplied early in June, less \$150.

paid by draft. Dibblee claims that the quantity was short and of an inferior kind and to bear out the latter statement he had in court a bundle weighing 150 pounds which he received by express from St. John bound as it arrived from Bohan to the defendant, a sample of hay which Mr. Pickett claimed that had given dyspepsia to many of his horses in St. John. The case is still before the court.

The annual meeting of the Farmers' and Dairymen's Association of New Brunswick will be held in Fredericton January 22 and 23, The New Brunswick Fruit Growers' Association will also meet in Fredericton on Jan. 24.

The dispute about wages between the steamship companies and the ship laborers has been settled by the companies agreeing to pay the men 32½c an hour and send away the laborers brought from Montreal.

At the annual meeting of the St. John Board of Trade, held on December 3, J. H. McRobbie was re-elected president, and W. E. Foster vice-president. The members of the new council will consider the advisability of holding an annual banquet, at which various matters of interest to the city may be discussed.

Norton is to have a new enterprise in the near future. Elias Harmer, a merchant of that town, with his sons, has completed arrangements for a large mill to be erected on a lot adjoining the I. C.R. depot. The mill will be of modern type and will manufacture all classes of feed from grain, which will be imported.

St. John was last week in the grip of the worst water famine in the city's history. Two very bad breaks in the water mains through which the supply is obtained from Loch Lomond, have caused the shortage. Practically all the manufacturing establishments in the city had to shut down, including bakeries, biscuit manufacturers, Simm's brush factory, etc. Many of the stores had to close much earlier in the afternoon than usual, owing to the fact that the electric lighting plant was put out of business on account of the lack of water.

The cause of the breaks is attributed to the greatly increased pressure on the old pipes consequent on the extension of the system to Loch Lomond, which work has been going on for the past few years at a cost to the city of over half a million dollars.

### STRATFORD.

It is said that the Christmas turkey will be plentiful this year. In the first place, the farmers do not want to keep anything this winter that will eat feed, and in the second place there is a surplus of big fowl in the country. As a consequence, turkeys are much lower in price now than they were last year at this time. This morning the market was flooded with turkeys of all kinds and sizes, and the farmers were very anxious to dispose of them. Of course, they may become a trifle scarcer along about the holiday time, but this is doubtful. It is a relief to have the birds

so cheap, and the grocers are in many instances doing a good trade in the poultry lines. Last year there were many people who could not afford to eat such a luscious dish as the turkey, but this year it is expected that it will be different. This morning the price of a turkey was from 12c to 14c a pound. Last year at the same time they were selling at 15c and 16c a pound. An abundance of turkeys at this season of the year is most desirable, because it seems a poor Christmas without one of the favorite fowl gracing the dainty holiday table.

And talking about fowl in general. The grocers, as a rule, are very particular to secure the very choicest fowl, and it is often very hard to turn down a regular customer in the store who brings into the city a dozen or more fowl, birds that are half plucked, thin as "rakes," and that have a general appearance of being dirty and skinny. Cases such as the above sometimes happen, and the grocer is taken in, knowingly, and why? Simply because it is feared that he may lose the custom of this particular individual. If it is impossible to get out of buying such fowl, the grocer should not pinnacle the bird in a prominent place in his store, nor should he ask for it what he does for the other fowl that are of the very best type. Dispose of it at a lower price (a price that is not exorbitant for the poor bird in question) even if you do perhaps go a cent or two in the hole. It pays to advertise correctly, straightforward and honest.

Only a few more days in which to make the preparations for the great Christmas festival. Already the raisins are being stoned, the currants washed, the peel got ready the spices measured, the almonds blanched for the Christmas cakes, the puddings, and the mince pies, without which it would not be Christmas. How the children love these preparations—the greedy little dears, they want to taste everything and to scrape all the dishes, and beseech the mothers not to scrape the dish too clean. Have you grocers got everything that goes to make such happiness in your store? You should have. It's a glorious time for the children, and at Christmas time everybody has a fat purse. The question is, how can those with the fat purses be induced to loosen the strings? For the last month or so the stringency of money has caused a tightening of the purse strings. Perhaps the spirit of Christmas will loosen up the purse strings and set the money circulating. A hint to the grocers: Make your store attractive—exterior, window and interior.

The little town of Elstow has grown rapidly within the last few months. Amongst other establishments are two general stores. Mr. McIntyre's new store is almost completed and stock will be put in as soon as the Canadian Pacific Railway is in operation. The construction trains are now only a few miles on either side of the town and it is hoped that the road will be finished shortly. The Beaver Lumber Co. purpose opening a lumber and coal business at once, while a chopping mill is being installed by Mr. McGuffin.

The completion of the Prince Albert waterworks and high pressure system has resulted in the reduction of fire insurance rates.



# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

- Beans—Firm.
- Fish—Revised.
- Eggs—Easier.
- Teas—Firm.

Montreal, December 19, 1907.

Last minute deliveries are being made by wholesalers to the retail trade, and in some instances, by the importers, of dried fruits and nuts to the jobbers. Many are finding it difficult to secure sufficient goods to make all shipments complete, but they are doing the best they can. Trade is fairly good, but is not up to the average, owing to the usual holiday business, which occupies the retailer to the exclusion of everything else. Many houses are expecting all their travelers in by Monday, while some have already brought in their representatives to remain here until after the holidays. Sugar has not changed, though the tone of the market is slightly firmer. Teas continue strong with a noticeable advancing tendency. Syrups are selling more freely as are many other lines, owing to the recent snow falls, which have resulted in better conditions in the country districts. Beans are reported a little firmer, though quotations are not affected. Cheaper grades of coffee are a bit firmer. Evaporated apples are quiet at the old price. No price changes have been made in dried fruits, dealers being busy making late deliveries of raisins, currants and nuts, which are required for the holiday trade. There is a brisk demand for poultry at prices which are well maintained. Dairy and roll butter is easier, while eggs are also cheaper.

**SUGAR**—There is a slightly stiffer feeling in sugar, if anything, but this does not amount to much, and no price change is looked for until after the holidays at least. Meantime orders are of fair size for the season.

Granulated, bbls	\$4 30
" " 1/2-bbls	4 45
" " bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" " 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" " 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 10
No. 3 yellow	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

**SYRUPS AND MOLASSES**—With the coming of the snow better orders are being booked for syrups, though during the holiday season there is not the general demand for them which prevails the rest of the winter. Molasses is being sold in fair-sized lots, but the market is quiet.

Barbadoes, in puncheons	0 27	0 32
" " in barrels	0 31	0 33
" " in half-barrels	0 34	
" " fancy	0 32	0 33
" " extra fancy	0 35	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
" " 1-bbls	0 13	
" " 1/2-bbls	0 03	
" " 3/4 lb pails	1 75	
" " 5-lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb " 1 doz	2 75	
" " 10-lb " 1 doz	2 65	
" " 20-lb " 1 doz	2 65	

**TEA**—Teas continue firm with an advancing tendency, owing largely to the

great scarcity of all grades. Blacks are stiffer and the tea obtainable is very often poor quality. Everybody is talking higher prices, and it is stated that Ceylons will be up in some instances a penny a pound in the new year. Brokers report a very nice turnover, considering market conditions.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
" " Medium	0 22	0 27
" " Good common	0 21	0 22
" " Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 33
" " Pekoes	0 17	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " " pea leaf	0 19	0 27
" " " " pinhead	0 30	0 45

**COFFEES**—Cheaper grades of coffee show a firmer feeling this week but otherwise the market has not changed. Fair business is being transacted.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 02	0 09
Santos	0 11	0 15
Maraçabo	0 11	0 13
Roasted and ground 20 per cent. additional		

**DRIED FRUITS**—Price changes are few and far between these days, dealers being occupied with the problem of deliveries to the exclusion of everything else. Last days on which shipments can be made are here and passing, and it is sometimes not the easiest thing in the world to send out orders complete. Reports from the primary markets do not contain any news of particular interest. It is likely that after the holidays several lines will show an easier tendency and it is quite probable that lower prices will prevail on many lines now quoted at good figures.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 07
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 08	0 09
Amalias	0 08	0 08
1 lb. packages		

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
1-lb cartons		0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 08	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs, " " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers	0 06	0 07

Dates—		
Hallowees, per lb	0 05	0 05
Sairs, per lb	0 04	0 04
Packages	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb	0 30	
Peaches, " "	0 18	
Pears, " "	0 16	

Malaga Raisins—		
London layers	2 25	
" " " " " "	3 00	
" " " " " "	1 00	
" " " " " "	1 37	
" " " " " "	4 50	
" " " " " "	5 50	
" " " " " "	1 50	

California Raisins—		
Fancy seeded 1-lb. pkgs	0 12	0 12
Choice seeded 1-lb. pkgs	0 10	0 10
Loose muscatels 3 crown	0 11	0 11
" " 4 crown		

Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11	
" " " " " " 40-50s	0 10	
" " " " " " 50-60s	0 09	
" " " " " " 60-70s	0 08	
" " " " " " 0-0s	0 08	
" " " " " " 90-100s	0 08	

**SPICES**—Market conditions are

about the same as those which were reported last week. Business is but fair.

Peppers, black	Per lb.	0 16	0 20
" " white		0 25	0 30
Ginger, whole		0 16	0 20
" " Cochin		0 17	0 20
Cloves, whole		0 20	0 30
Cream of tartar		0 25	0 32
Allspice		0 12	0 15
Nutmegs		0 30	0 55

**BEANS**—There is a firmer tendency in beans, but there has been no actual advance yet. The price quoted is \$1.30, but some are asking as much as \$2. Peas are unchanged.

**RICE AND TAPIOCA**—Fair demand is reported, while tapioca is moving out slowly. An easier market is ruling in Singapore, but local holders have not reduced their quotations.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C O rice, in 10 bag lots	3 00
C O rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 6 1/2 0 07 1/2

**EVAPORATED APPLES**—But little business is being done in evaporated apples, which continue to sell at 10c.

**MAPLE PRODUCTS**—Only fair business is being done in maple products at prices quoted below, which are nominal.

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

## CANNED GOODS

**MONTREAL**—Trade in canned goods is not particularly brisk this week. Stocks are pretty well all in store, and wholesalers are now able to meet practically all calls made upon them for canned fruits and vegetables.

**TORONTO**—There is some call for gallon lots for restaurant trade, but otherwise there is little business passing.

## ONTARIO MARKETS.

### POINTERS—

- Sugar—Firm.
- Dried Fruits—Scarce and firm.
- Oranges—Declined.
- Collections—Fair.

Toronto, Dec. 19, 1907.

With the rush of Christmas buying over, wholesale markets are very quiet this week. A hand to mouth business in staples continues but the volume of this is of course at this time of the year considerably below ordinary. Retailers are hustling with Christmas business and have no time to bother with the wholesaler or his travelers. The beginning of sleighing in the woods has opened a demand for goods sold in the lumber camps.

The financial side of the business is not too bright. The majority of jobbers report collections as fair but seem to be somewhat pessimistic over the outlook. Renewals are slightly more frequent and frequent cases are reported in which when a cheque on account for, say \$300, comes along, an order for \$250 of goods comes with it. Altogether, however, prospects seem fairly good for a resumption of business early in January, and the situation is much better than was anticipated a month ago.

**TEAS**—Business locally continues small at the continued high prices.

A cable received yesterday by a local firm from a house in Colombo states







THE CANADIAN GROCER

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 10
Sultana raisins, bulk, per lb.	0 12
" cleaned,	0 12
" 1 lb pkgs.	0 12
Table raisins, Connoisseur clusters per case.	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs).	3 35
" Connoisseur clusters, boxes (5) 1 lb.	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" 14's	1 05
" selecta " 28's	2 20
" 14's	1 15
" layers " 28's	2 25
" 14's	1 20
California raisins, choice seeded in 1/2-lb. packages per package	0 09
" " fancy seeded in 1/2-lb. packages per package	0 09
" " choice seeded in 1-lb. packages per package	0 11
" " fancy seeded, 1-lb. packages, per package	0 11
Prunes 90-100 per lb.	0 08
" 80-90 "	0 07
" 70-80 "	0 07
" 60-70 "	0 08
" 50-60 "	0 08
" 40-50 "	0 09
Silver prunes.	0 11
" Currants, uncleaned, loose pack, per lb.	0 07
" dry cleaned, Filistras, per lb.	0 07
" wet cleaned, per lb.	0 07
" Filistras in 1-lb. pkg. dry cleaned, per lb.	0 08
Hallowee dates, new per lb.	0 06
Figs, cooking, in tannets, per lb.	0 05
" in sacks	0 06
" table, 1 crown	0 10
" 3 "	0 11
" 5 "	0 13
" glove boxes, per box	0 08
" square boxes (12 oz) per box.	0 08
" 1 lb baskets, per basket.	0 15
" Apricots, choice, in 25-lb. boxes, per lb.	0 22
" Apricots, standard in 25-lb. boxes, per lb.	0 22
" Peaches, choice, per lb.	0 15
" Peaches.	0 15
" Pears, choice (halves), per lb.	0 13
" standard	0 13
" Plums, choice (dark pitted) per lb.	0 11
" Neotaries, choice.	0 16

NUTS—As noted last week there is a scarcity of new nuts for the Christmas trade and the stocks of old are very light. Walnuts and filberts are practically off the market and new supplies will not be here until the last of the month. We quote:

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11
Filberts	0 11
Jumbo peanuts, roasted	0 17
" green.	0 14
Diamond peanuts, roasted	0 14
" green	0 11
" shelled.	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery.	0 26
Brazils, per lb.	0 25

CEREALS—

Rolled oats, 80 lb sacks, per 80 lbs	3 15
" 40 " " 80	3 21
" 20 " " 80	3 28
" 8 " " 80	3 55
Granulated oatmeal, per sack	3 75
Standard, per sack	3 75
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 8
Pearl " "	3 85
Pearl " per 1/2 sack	1 95
Split Peas, per sack	2 75

HONEY—Fancy Ontario comb honey is selling at \$3.50 per case, and fancy glass honey in pound jars, at \$4.80 per three-dozen case.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
" Straight grade No. 2, per bbl.	4 50
" North red spics No. 2, "	4 50
" do. No. 1	5 50
Oranges and Lemons—	
" Japanese oranges, per box	0 85
" Washington navels 96's, per case.	3 75
" 128's	4 8
" 150's to 250's, per case	4 50
" California lemons, 300's, 360's, per case.	7 00
Bananas	
" Per bunch, by express only	3 00
Grapes—	
" Almeria grapes, kegs, per keg	6 50
Pears—	
" Winter Nellis, cases, per case	3 50
" Fancy Columbia,	4 50
" half cases.	2 25
Cranberries—	
" Jersey cranberries, per bbl.	12 50
Vegetables—	
" California celery, per doz	0 90
" per case	6 00
" Sweet potatoes, per bbl	6 00
" Valencia onions, large cases, per case	4 00
" Native onions, per lb.	0 03

O. E. Anderson, general merchant, of Port Arthur, Ont., has assigned.

EDMONTON CORRESPONDENCE.

Edmonton this week bids welcome to a new mayor in the person of John A. McDougall, who was elected as mayor of the city for 1908 by a majority of 780 over his opponent, Joseph H. Picard. This is of special interest to grocers, as the mayor-elect is a retired grocer, fur trader and general merchant of this city. Mr. McDougall has lived in Edmonton for over twenty years, and during that time has been very successful in business. He has recently retired from active business and is counted among Edmonton's millionaires. Next year will doubtless be a critical year for Edmonton as for many other western cities, and the citizens have, therefore, placed the affairs of the city in the hands of a man experienced in financial matters, trusting that he will use for the advantage of the city that knowledge and experience which he has gained in the building up of his own private business.

On Tuesday evening of this week a very pleasant and enjoyable concert and social evening was held in the Pythian hall by the Retail Clerks' Protective Association of this city. After a delightful programme of songs and music was rendered, refreshments were served and dancing was indulged in. It is hoped that this is only one of many similar entertainments by the Retail Clerks' Association this winter, which will promote the feeling of good fellowship among the clerks in the city.

At the last monthly meeting of the Board of Trade a resolution passed at a joint meeting of the transportation and wholesale committees of the board was read. The resolution condemned the new freight rates in force on the C.P.R. as unfair to Edmonton. J. C. Dowsett, of the Ross Bros. Hardware Company, suggested that the matter should be referred to the transportation committee with power to act. A motion to this effect was adopted by the board.

Charles R. McAdam, of Moose Jaw, representing the Moose Jaw Flour Mills and Cereal Company, was in the city recently on a business trip. He is extending the business of his company and opening up new trade along the line of the Canadian Northern Railway between Winnipeg and Edmonton.

The contract for grading the Grand Trunk Pacific for 140 miles west of Edmonton will be let on December 23.

The election for the vacancy on the aldermanic board caused by the resignation of Ald. J. B. Walker, insurance agent, who left the city some time ago on account of financial difficulties, will be held on December 30th. It is probable that Joseph H. Picard, the retired grocer, who was defeated in the recent contest for the mayoralty, will be elected by acclamation.

The grocery trade in Edmonton is unusually brisk these days on account of the approach of Christmas. Grocers and their assistants are kept busy selling groceries and provisions, and several of the stores have found it necessary to increase their staffs.

An important report regarding the assessment of manufactories in the city

was submitted to the city council by the assessment committee at a recent meeting. The committee considered the advisability of according certain privileges to manufacturing industries in the matter of assessment, and recommended that in regard to all manufactories already established the assessment fixed for the present year be allowed to remain a fixed and permanent rate of assessment for ten years, say 1907 to 1916, inclusive, provided, of course, that the premises are used for manufacturing purposes exclusively, and irrespective of any extensions or increase that may take place during that time.

In regard to assessing new industries or manufacturers seeking to establish here, the committee recommended that the rate of assessment be fixed at the actual price of property at the time of establishment and continued at the same figures year by year for a period of ten years, unless otherwise arranged or agreed by special franchise granted at the time of establishment.

The council took up this matter in response to a suggestion from the Board of Trade that they lay down some definite policy, both with regard to the assessment of industries and the encouragement of manufactories to locate in this city. No special inducements will be offered manufactories to locate here other than the splendid transportation facilities afforded, the natural location of the city, and some reduction in the light, power and water rates, which are municipally owned.

"Why do not the wholesale grocers in the city assist the retail grocers' association by refusing to sell to non-members?" This was the query put recently to a prominent wholesale grocer in Edmonton.

"The Alberta Government are prosecuting the members of the Alberta Retail Lumber Dealers' Association just at present for forming a combine in restraint of trade and arranging with the B.C. lumber companies not to sell lumber to non-members are they not?" was the reply. "Well, we would be placing ourselves in a similar position if we took such steps as that. We would be charged with forming a combine with the Retailers' Association in restraint of trade. It would help out the retailers, I admit, but it is rather risky for us to place ourselves in such a compromising position. No, the retailers will have to fight out their own battles alone. I'm afraid, for we can not help them."

NOTES.

C. H. Earle, with A. H. Brittain & Co., Montreal, is visiting the trade in Ontario at present.

W. J. Wilson, with S. H. Ewing & Son, Montreal, has returned from a successful trip to the Maritime Provinces.

Frank L. Benedict & Co., Montreal, suffered damage to the extent of \$3,000 in a fire which occurred in the building which they occupy, on Sunday evening.

The Miramichi Fur Tanning Co., capitalized at \$30,000, is in difficulties. President Robinourich cannot be found and the creditors look to the other members of the company for payment.



## A SANTA CLAUS GROCERY WINDOW

An Attractive Display for Christmas Week Which May Be Easily Arranged and Should Bring Business.

No show window is more attractive and more likely to be productive of increased sales during Christmas week than one fixed up with a Santa Claus in it. It will attract every youngster within miles of your store, and when children begin talking about anything you know where the information usually gets to in the end.

The window here illustrated has been arranged with a view to inexpensiveness and greatest attractive power, and can be made in a few hours by a grocer or his clerks.

At the back of the window make a simple imitation of a house with the end open, so as to show an open fire-grate.

First put up your frame work, then cover with red cloth, and pencil with black crayon to imitate brick. Peak the roof, and on top make an imitation of a chimney, with cotton surrounding

black, so as to make them have the appearance of iron and to imitate the fender. Back of this place pieces of logs with red lights hidden back or between them to give the appearance of fire. This will set it off very prettily at night. A candle and red tissue paper can be used for this, or, where electric lights are used an incandescent globe covered with red tissue will serve admirably.

Of course, with such a background, you ought to have a little Christmas tree, which can be decorated with such holiday goods as bunches of white grapes, raisins, apples, oranges, etc., also toys of all kinds, not too large, however.

The signs in the illustration will speak for themselves. You might stand a neat card in front of the table, calling the attention of the public to step inside the store and examine your holiday display.



A Santa Claus Window for Christmas Week.

the top and left hanging over the edge in strands to represent icicles. All this is very simply done.

Get a mask representing old Santa and place on top of the chimney, with only head and shoulders showing, giving the appearance of him in the act of descending the chimney.

Have a bag filled with candies, toys and groceries placed with Santa on top of the chimney.

The fire-place can be made very realistic by placing strips of wood across the front from one side to the other, about a foot from the floor, with barrel staves cut so as to have a half-round edge, the same to be painted

This display is a change from the common run of the displays made during the year, and can be made the means of attracting lots of attention to your store.

### RETAIL GROCERS' ELECTIONS.

Toronto Association Chooses Officers for 1908 at Enthusiastic Meeting.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in their rooms in the Temple Building on Monday evening, Dec. 16. The minutes of the two previous meetings were read and adopted.

The annual "At Home" was discussed and the selection of the committee fixing Wednesday, February 12 as the date was endorsed. The following committee was appointed to look after the event: Printing, B. Snow, B. Panter; music, D. Bell, R. VanLoan; refreshment, F. W. Thorne, B. Snow; entertainment, B. Panter; tickets, Frank Johnson. The price of tickets is to be the same as last year, \$2 per couple, and 75c. for extra lady.

A very lively and interesting discussion on the Power By-Law was entered into by those present, the vote resulting in an endorsement of the proposed by-law.

A question that received considerable discussion and one that may bear valuable fruit in the future, was the Toronto City Council. It is a fact that while the council contains representative men from almost every trade, business or profession, there is not a single grocer on the board of aldermen, or among the controllers. This is so different from other large cities and towns, notably Montreal, Ottawa, Hamilton, etc., that it was felt such an important body of merchants as the retail grocers should have three or four representatives at the city hall. The grocers, of whom there are nearly 1,000 in the city, are an important body, more closely in touch with the life and pulse of the people than most other branches of trade and many questions of general interest to citizens appeal to them and their customers more directly than is generally known. Early closing, peddling and hucksters, food and health regulations are a few of the questions that should and would receive better attention were these matters looked after by those directly and daily in touch with them. There is no doubt whatever that if the grocers as a body would select in each district a representative grocer as their standard bearer, they could elect a fair representation to the city council. The matter was not definitely acted upon, however, but the question will receive proper consideration. Who'll be the first to enter the lists?

The nominations and election of officers for 1908 were then proceeded with and resulted as follows:

President—F. Thorne.

Vice-President—Thos. Clark.

Secretary—D. Bell.

Treasurer—D. McLean.

Executive—R. VanLoan, J. S. Bond, B. Panter, R. Beaumont, F. W. Johnson, B. Snow.

Trustees—C. T. Coates, F. W. Johnson, D. Bell.

An active campaign for the "At Home" will be entered upon immediately and the event is promised and bound to be "the greatest that has been."

### TRADE NOTES.

A change of business has taken place in Lindsay, Corscadden & Mullen having bought out J. G. Corran. These men are both young men, Mr. Mullen being a former clerk of W. M. Robson.

A meeting of the Lindsay Poultry and Pet Stock Association was held recently and it was decided to hold their annual exhibition on January 21, 22 and 23. Johnston Ellis was again elected president and Mr. C. A. Frost secretary.



To Everybody

A Happy Christmas

is the wish of

H. P. ECKARDT & CO.



**DEATH OF F. C. BEVAN.**

Advices received recently by J. L. Watt & Scott, Toronto, note the death at Malaga, Spain, of Franklyn C. Bevan, senior partner of the firm of F. C. Bevan & Co. This news will be received with regret by the Canadian wholesale trade generally.

The late Mr. Bevan was a son of W. C. Bevan, Esq., founder of the original firm of W. C. Bevan & Co., now Bevan & Co., Malaga. Some years ago he left the parent firm and established the firm of F. C. Bevan & Co. and J. L. Watt was requested to act as agent in Canada of the new firm, while maintaining the exclusive agency in Canada of the older house.

The late Mr. Bevan was in the habit of annually visiting the trade on this side and though for years past in a very frail condition of health, was of the happiest and most sanguine disposition and possessing as he did marked refinement of manners, wide knowledge of affairs and the most disinterested friendliness, he was held in very high personal regard by those intimately associated with him.

A. Sabourin & Co., are starting a grocery in Montreal.

T. Bechard, grocer, of Montreal, has made an assignment.

**TRAVELERS WANTED.**

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



**BUTTERFLY BRAND**

# FUSSELL'S

**PURE**

## Cream and Milks

THE FAVOURITES ALL OVER THE WORLD.

**TEN GOLD MEDALS.**

**Keep your Labels to get a Gold Watch Free**

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

**ALWAYS INSIST ON FUSSELL'S.**

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

We cordially wish our friends, the Retail Grocers, the brightest and merriest sort of a Christmas.

**W. H. GILLARD & CO.**

Wholesale Grocers

HAMILTON

Branch House = = = Sault Ste. Marie.

**A Merry Christmas**

To all our friends throughout Canada we have pleasure in wishing the compliments of the season.

That 1908 may be an even more happy and prosperous year for you than the one closing, is our sincere wish.

**S. J. Carter & Co.**

58 McGill St., Montreal

WHOLESALE GROCERS



1842—1907

To Our Customers and Many Friends

We Wish

**A MERRY CHRISTMAS**

AND

**MOST PROSPEROUS NEW YEAR**

May Our Relations be as Cordial as in the Past.

**L. CHAPUT, FILS & CIE, Montreal, Canada**

WHOLESALE GROCERS

Importers of Teas, Coffees, Wines and Liquors.

*It pays to have proper connections in*

## **The West**

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

*Charges Reasonable*      *Satisfaction Guaranteed*

**R. B. WISEMAN & CO.**

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East      **WINNIPEG, MAN.**

## *A Merry Christmas*

To our friends in the trade we most heartily wish the compliments of the season, and put forth the wish that 1908 may be both

*A Happy & Prosperous  
New Year*

**THE MONTREAL FRUIT EXCHANGE**

195 McGill Street, Montreal

In Everything we Manufacture  
**OUR AIM IS QUALITY.**

That is why we make

## **“Young-Tom” Washing Powder**

which is “for PURIFYING and  
CLEANSING UNEXCELLED.”

We make the Best High-Grade  
Toilet and Tar Soaps.

Our aim is to place the product  
of our factory in every Canadian  
home.

**The  
YOUNG-THOMAS SOAP CO.,  
Limited**

**REGINA, CANADA**



## The Superior Quality

of our

### Mild Cured Hams

### Boneless Breakfast Bacon

### Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

## Christmas and New Year

Orders should be sent in to us as soon as possible in order to insure delivery of goods for Holiday trade. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

**F. W. Fearman Co.**

Limited

**Hamilton, Ont.**

## SATISFACTORY GOODS

mean as much to you as to your customer. Doesn't it stand to reason that a customer who buys ham and bacon, which really pleases him, should continue buying it at your store? Certainly, it does.



**CORONA  
BRAND**



## HAM AND BACON

is always uniformly satisfactory. Our process always cures right. And the quality of the animals used is always the same—the highest grade, government approved.

We have no retail stores.

**The Montreal Packing Co.**

LIMITED

**MONTREAL, P.Q.**

## A Paying Proposition

Hundreds of dealers can testify that it pays them well to deal with us. It would pay YOU well.

## "RYAN" BRAND Provisions Build Business

We make this statement knowing it to be true. The reason is that "Ryan" brand provisions are of really unexcelled purity. The government inspects "Ryan" brand, and its verdict is always the same "Quality the Highest."

The profits are worth having!  
Why not write us?

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

70-72 Front Street East

**TORONTO, - ONT.**







**CONDENSED  
Mince Meat**

in Cartons (11 oz. net)  
to sell at

**10c**

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

**The Wm. Davies Company**  
LIMITED  
FACTORY. TORONTO

**BUTTER, CHEESE, EGGS**

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

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

**BUTTER and EGGS**

—WE ARE—  
**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

ORDER NOW

**Butter  
Tubs**

**Boxes and Paper**  
Best Goods, Prompt Shipment

Prices Right

**WALTER WOODS & CO.**  
Hamilton and Winnipeg

**EGGS**—Eggs are easier, as will be seen from quotations. Prices are one cent lower this week, with orders very good at the reduced figures.

Selects .....	0 24	0 25
No. 1 .....	0 21	0 22
Seconds .....	0 17	0 19

**HONEY**—Honey is quiet, with trade very slight at nominal prices.

White clover comb honey .....	0 14	0 15
Buckwheat, ext. acted .....	0 08	0 08½
Clover, strained, bulk .....	0 10	0 11

**POULTRY**—With the heavy snow storm at the early part of the week came a better market. Dealers are now actively engaged in their shipments, in fact are filling last orders, and will continue so engaged until the day before Christmas. The stock arriving now is much better than what has heretofore come to hand. Prices rule steady.

Turkey, per lb. ....	0 10	0 12
Chickens and fowls, lb. ....	0 07	0 09½
Geese .....	0 08	0 09
Ducks .....	0 10	0 11

**TORONTO.**

**PROVISIONS**—The market is exceedingly dull. There is practically no demand. Smoked meats are very quiet. Following the drop in hogs, there is an easier tone found in the market. Small and medium hams are a shade lower. Backs are off ½c. There has been a small decline in lard. Beef products are unchanged. Venison is scarce and its season is really over.

Long clear bacon, per lb. ....	0 10½	0 11
Smoked breakfast bacon, per lb. ....	0 15	0 15½
Roll bacon, per lb. ....	0 10½	0 11
Small hams, per lb. ....	0 14½	0 15
Medium hams, per lb. ....	0 13½	0 14½
Large hams, per lb. ....	0 13	0 13½
Shoulder hams, per lb. ....	0 10	0 11½
Backs, plain, per lb. ....	0 16	0 17
" pea meal .....	0 17	
Heavy mess pork, per bbl. ....	19 50	20 00
Short cut, per bbl. ....	22 50	23 00
Lard, tierces, per lb. ....	0 11½	
" tubs .....	0 12	
" pails .....	0 12	0 12½
" compounds, per lb. ....	0 09½	
Plate beef, per 200-lb. bbl. ....	12 50	13 00
Beef, hind quarters .....	8 00	9 00
" front quarters .....	5 00	6 00
" choice carcasses .....	7 50	8 00
" common .....	4 50	5 50
Mutton .....	0 07	0 08½
Lamb .....	0 08	0 09½
Hogs, street lots .....	6 50	7 25
Veal .....	0 09	0 10½
Venison .....	0 09	0 10

**BUTTER**—No important change is noted. The market continues inactive and unusually slow. The consuming public is not in a buying mood. Creamery butter is getting scarce. Dairy is more plentiful and may be easier in a fortnight or so.

	Per lb.
Creamery prints .....	0 25 0 31
Creamery solids .....	0 28 0 29
Dairy prints, choice .....	0 26 0 27
" ordinary .....	0 22 0 24
" tubs choice .....	0 22 0 24
" tubs, ordinary .....	0 20 0 22
Baker's butter .....	0 20 0 21

**EGGS**—The market continues dull. No changes in prices are reported. Offerings are scarce.

Eggs, candled .....	0 22	0 22
" selects .....	0 25	0 26
" limed .....	0 23	

**WINDSOR SALT**

Table, Dairy and Cheese Salt,  
Fine and Coarse Salt.

Write for Prices.

**TORONTO SALT WORKS**  
Agents for **WINDSOR SALT**

**CHEESE**—No active demand characterizes the cheese situation. Transactions are slow. Prices are unchanged.

Cheese, large .....	0 13	0 13½
" twins .....	0 13½	0 13½

**HONEY**—The market remains quiet. Very little is being offered. Prices are the same. Demand is slow.

Honey, strained, 60 lb tins .....	0 12	0 13
" 10 lb tins .....	0 12½	0 13½
" 5 lb tins .....	0 13	
" in the comb, per doz. ....	2 50	3 00
Buckwheat honey, per lb. ....	0 8	0 10
" in comb, per doz. ....	1 25	1 50

**POULTRY**—A better feeling is noted. Supplies are arriving plentifully, but not in quantities large enough to cause a glut. The demand has stiffened, but it has not yet caused any sharp advance. Prices remain unusually low, but should be firmer with Christmas buying.

**Live Weight.**

Spring chickens, per lb. ....	0 05	0 07
Old fowl .....	0 04	0 05
Ducks .....	0 08	0 08
Geese .....	0 06	0 06
Turkeys .....	0 09	0 10

**Dressed weight.**

Spring chickens, per lb. ....	0 08	0 10
Old fowl .....	0 05	0 05
Ducks .....	0 08	0 10
Geese .....	0 08	0 10
Turkeys .....	0 10	0 13
Squabs, per doz. ....	2 50	3 00

**WINNIPEG.**

**BUTTER**—Very little dairy butter is coming in from the country. Some shipments have been received from the east. Creamery is in fair supply. Dairy is selling to the retail trade at 26c to 28c per lb. for No. 1, while creamery is commanding from 32c to 35c per lb. for fancy.

**EGGS**—Prices are advancing and eggs are costing the retailers from 28c to 30c per dozen.

**CHEESE**—Prices are as follows:

Finest Manitoba, large .....	0 13½
" Ontario, .....	0 15
" twins .....	0 15½

**CURED MEATS—**

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	0 17
Bacon, selected, mild cure, 5 to 7 lb. "	0 22
Backs, selected, mild cure, 8 to 10 lb., crates	0 18

Sugar Cured.

Prices for 100-lb. sacks; add ¼ for 200 lb. boxes; ½ for 100-lb. boxes; ¾ for 50-lb. boxes.

Hams, light, 10 to 14 average .....	0 16½
" medium, 14 to 16 average .....	0 16
" heavy, 25 to 30 average .....	0 15½
" skinned, 20 and 25 average .....	0 16½
Picnic hams, 6 to 10 average .....	0 12½
Shoulders, 0 to 14 average .....	0 12½
Breakfast bacon, clear bellies, 8 to 10 lbs. ....	0 17½
" " 10 to 12 lb. ....	0 17
" " wide, 14-15, or strips 6-8 lb. ....	0 16
Clear backs, bacon, 8 to 10 lb. ....	0 17½
" " 12 to 16 lb. ....	0 16
Spiced rolls, long .....	0 16
" short .....	0 14
Dried beef hams, sets .....	0 16
English cured bacon, bellies, 14 to 18 average .....	0 16
Smoked beef tongues, choice .....	0 18
Smoked hams, boned and rolled, 3c. per lb. additional.	

Dry Salt Meats.  
Prices for 200-lb. sacks; add ¼ for 200-lb. boxes; ½ for 100-lb. boxes.

	Unsmoked	Smoked
Long clear sides, 50 to 75 lb. ....	0 11½	0 13
Short clear sides, 45 to 60 lb. ....	0 12½	0 13½
Extra sh. r. clear, 35 to 50 lb. ....	0 12½	0 13½
Boneless backs .....	0 13	0 14
Clear bellies 20 to 25 lbs. ....	0 13½	0 15
Clear fat backs, 12 to 14 lbs. ....	0 11½	0 12½
Square shoulders, 14 to 16 lbs. ....	0 12	0 13

	Bbls.	Hf. Bbls.
Mess pork .....	25 00	13 00
Short cut mess, standard .....	26 00	14 00
Pork, boneless brisket .....	22 00	12 00
Selkirk bean pork, clear .....	21 00	11 50
New mess beef .....	12 00	7 00
New plate beef .....	11 00	6 50

Jos. Sayer, Calgary, Alta., has disposed of his grocery business.

Matheson & Jacobson, grocers, of Edmonton, Alta., have been succeeded by C. E. Thompson.



## YOUR LAST CHANCE

Mr. Grocer, if you do not buy now you will be too late to get in the Christmas trade,—even as it is, it is a little late, still

## CLARK'S MINCE MEAT

sells all the year round. But if you get your customers interested about this time you capture so much more trade.

**WM. CLARK - MONTREAL**

Manufacturer

## O'MARA'S BACON

The Government guarantees the **QUALITY** and the price is **RIGHT**

ASK FOR PRICES

**JOSEPH O'MARA**

Pork Packer

PALMERSTON,

ONTARIO

THE  
BRAND

OF  
QUALITY



WE WANT EVERY GROCER

to put in a trial order for our

## Horseshoe Brand HAM AND BACON

We know that if we ship you a trial order we shall soon be shipping regular orders. Your customers will notice the quality. They will want more of the ham and bacon with the sweet, juicy flavor, which shows the perfect curing of perfect meat.

**JOHN DUFF & SON**  
Hamilton, Canada

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only one

# BOVRIL

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

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. MOINDOE	120 Church Street	TORONTO
W. L. MCKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. C. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses  
throughout Canada



## Bode's Buster Brown Gum

To assist the grocer in selling Buster Brown Gum we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words B-U-S-T-E-R B-R-O-W-N, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking Buster Brown Gum to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED  
MONTREAL

## Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits**. **Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

## Leon Fontanel & Co.

4-6 St. James St., MONTREAL  
20 Reaumur St., Paris (France)

## The Flour For You

to handle—the flour with the  
money in it—is undoubtedly

# BUDA

“The Flour of Quality”

This flour is the product of 50 years experience in wheat blending. The fact that it has met with the genuine approval of the consuming public cannot be for an instant denied. The sales of Buda flour have doubled during this year—a fact which speaks for itself. The question is, are you getting YOUR SHARE of Buda profits?

Better write for Quotations!

J. B. HARTY  
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of  
Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

## Western Canada Flour Mills Co., LIMITED

# PURITY FLOUR

Mills at  
WINNIPEG  
GODERICH  
BRANDON



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

It pays you to pay for quality.

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

# PURITY



# CEREALS AND CONFECTIONERY

**Flour Firm and Advancing in Consequence of Large Shipments to England and Europe—Western Wheat Moved Rapidly.**

Markets are somewhat stronger this week, particularly in wheat, in which an advance is probable before this report is taken from the mails. The firmer feeling is a result of large shipments by Canadian millers to British and European ports where the demand has become very strong. Large winter port shipments have been made both through Halifax and St. John.

The movement of Western wheat during the week was very much above any week recently, railways, elevators, shippers and farmers combining to rush the crop eastward. This was shown in Saturday's inspections at Winnipeg which on Saturday mounted up to 265 cars as against 58 the corresponding day last year. It graded as follows: No. 1 northern, 11 cars; No. 2 northern, 25 cars; No. 3 northern, 45 cars; No. 4 39 cars; No. 5, 36 cars; No. 6, 14 cars; winter, 1 car; other grades, 94 cars.

The visible supply of wheat in Canada and the United States increased 2,045,000 bushels during the past week. Corn decreased 54,000, while oats increased 250,000. The supply of wheat now held in the two countries amounts to 45,468,000 bushels. World's shipments for the week were 8,080,000 bushels, compared with 9,616,000 the previous week and 9,488,000 a year ago. There were no shipments from India. The amount of wheat on passage on Saturday was 1,216,000 bushels less than a week previous.

Stocks of wheat at Fort William and Port Arthur accumulated somewhat, statistics showing 153,000 bushels more in store than a week ago. There are now 3,588,000 bushels held in the combined elevators of the two cities.

## MONTREAL.

**FLOUR**—A better feeling is noticeable in flour due to the better position wheat has assumed since last week. Millers report fair demand and do not expect any change in prices.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 19
Senors.....	5 50
Manitoba spring wheat patents.....	6 10
strong bakers.....	5 50
Five Roses.....	6 10

**ROLLED OATS**—Demand for rolled oats is not so brisk owing to the approach of the holiday season. The market is unchanged as to price.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Gold dust oatmeal, 98-lb bags.....	2 25
White oatmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	2 90 2 85
" 90-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 20

**FEED**—The situation in the feed market is quite unchanged since last report. Demand is not quite so brisk as it has been, but better weather conditions will likely improve matters.

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

## TORONTO.

**FLOUR**—The market is firm and advancing. At time of writing no change of prices is quoted but they are likely to be higher at once. Local millers are shipping largely to London.

Manitoba Wheat.	
60 per cent. patents.....	5 40 5 60
85.....	5 15 5 20
Strong bakers.....	5 10 5 15

Winter Wheat.	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 4
Blended.....	5 25 5 30

**CEREALS**—The market is quiet with larger supplies of oats coming forward from local points. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	3 00 3 15
Rolled oats, in wood, per bbl.....	6 65
" in bags, per bag 90 lbs.....	3 00 3 20
Oatmeal, standard and granulated, per bbl.....	6 65
" in bags, 98 lbs.....	3 40

## CANADIAN MANUFACTURER ABROAD.

**Makes Extended and Pleasant Trip Through Great Britain and the Continent.**

The average manufacturer is too prone to overlook the benefit of tours and trips away from his own factory or warehouses, and does not get out into the world often enough to replenish his physical energies or broaden his commercial horizon. There are exceptions to this rule, however, and it is becoming noticeable that every year more and more leaders in trade and commerce are getting away from their daily grind and seeing and living things as they are in other lands. To these exceptions Toronto is adding every year and one of the pioneers in this "get away" business is Wm. Dobie, president of E. W. Gillett Co., Ltd. Mr. Dobie, accompanied by Mrs. Dobie, left Toronto on September 19 as members of a party of nine Torontonians, sailing from New York on the Lusitania's first eastward trip. Arriving at Liverpool, they took three Napier and Brasier motors for a complete tour of England, Wales, Scotland and Ireland, and across to France, Switzerland, Germany, Belgium and returning via Queenstown by the White Star liner "Adriatic" to New York. In an interview with The Canadian Grocer this week Mr. Dobie expressed himself as having had the most delightful, interesting and valuable trip of his experience. Perfect weather throughout, with the exception of a few rainy days, afforded sightseeing of a beneficial character. The impressions of the magnificent English roads, the beautifully kept hedges, splendid service at inns both large and small, were such as to alter many preconceived prejudices

## Quality Always Pays!

There is scarcely anything worse than a poor soda biscuit. People may be excused for shunning any grocery which sells them. The grocer who is particular about the quality of his stock always orders

## Mooney's Perfection Cream Sodas



They are the biscuits of supreme quality. Every cracker in the package is an example of the highest attainment in the science of soda biscuit manufacture.

## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

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



against Old Country customs and ways. Their reception could not have been better and it was a matter of pride to the party to experience that being a Canadian seemed to put them in the way of a friendlier treatment. Canada is a word with which Englishmen are becoming more familiar.

The itinerary of the party was from Liverpool through Wales, back to Liverpool and thence by way of Manchester to London. After a three weeks' stay in the metropolis, during which, besides sightseeing, many interesting side trips were made to Oxford, Cambridge, Eastbourne, etc., they crossed the Channel to Paris. From Paris to Switzerland, with Interlaken and Lucerne as objective points, down along the historic banks of the Rhine, taking in Heidelberg and Cologne, thence by way of Brussels and Calais to London. From London along the great northern motor route on the east to Edinboro, thence to Glasgow, Greta Green, Carlisle and Derbyshire, over to Ireland to Belfast, and from Dublin to Queenstown. A tour such as this, practically entirely by motor, gives opportunities for sights and experiences not possible by train. That the party thoroughly enjoyed every hour of their three months' outing may well be surmised.

Business observations resulted in the verdict that everybody seemed to be busy and commercial concerns flourishing. This was true not only in Great Britain, but was also noticeable in France, Switzerland and Germany. Though the trip was enjoyable throughout, Mr. Dobie thinks that Toronto and Canada are hard to beat.

Taylor Bros., Hamilton, Ont., have discontinued their grocery business.

Geo. M. Henry, Hespeler, Ont., has sold his grocery to Thos. E. Henry.

The grocery store of A. Frank, Ottawa, was recently damaged by fire.

**INCREASE IN COST OF PACKING.**

**Authority on Canned Goods Gives Reasons for Higher Prices This Year.**

T. E. Owens, manager of the Bloomfield Packing Company, packers of the well-known Quaker canned goods, dropped in on The Grocer a few days ago, and in conversation with him, one of the topics for discussion was the present price of canned goods. He rather startled us at the outset, by stating that he believed that never in the history of canned goods were prices so low, as at present, in proportion to the cost of packing. This statement brought forth an inquiry on our part for particulars. Mr. Owens said that he was not only willing, but anxious, to give them, as he believed that there was a feeling abroad among the retail grocers that prices were higher than the situation called for, and if this feeling were allowed to continue, it would be to the great injury of the business, as the retailers have it in their power to make or mar this industry; and if they are satisfied that an injustice is being done them and the consumers, through combinations or otherwise, they are very apt to do the latter.

Now for particulars. "As you know," said Mr. Owens, "we are affiliated with the Beamsville Preserving Company, where "Peerless" and "Quaker" fruits are packed. To commence with, we will take the cost of two articles, in the raw material lines used in the packing of these brands. We take these two articles first, as one is the largest, and the other the smallest, item in the business; peaches and solder.

"In peaches we handled 30,000 baskets this year, at a cost of \$1.25 per basket. Last year the same amount of peaches cost 40c per basket, making a difference in cost of \$25,500 more than last year.

"In solder we used 20 tons, costing 23c per pound. Last year it cost 15c per pound, making an increase of \$3,200 on the season's requirements.

"In tin cans the increase this year was \$1 per 1,000, on 6,000,000, making \$6,000.

"In box shooks the increase was 3c each, on 240,000, or \$7,200. On labels, 6,000,000, an increase of \$1,800. On strawberries and raspberries combined, 300,000 quarts, at 3c per quart, making \$9,000 increase on these two items.

"On corn, 1,800 tons, at an increase of \$2 per ton, \$3,600.

"In sugar we used 21 carloads, and this is about the only article on the list that was not advanced.

"In addition to the increased cost of raw material, our pack in peas, corn and tomatoes was only 55 per cent. of the previous year, necessitating our carrying over in box shooks, labels, cans solder, etc., about \$40,000 in value. You will understand in these lines that we have to place our order nearly a year in advance, and if there is a short pack we have to stand the consequences."

This matter will probably be interesting news to some of our readers.

**SHOULD IMPORT DIRECT.**

The following extract from a letter sent by Dadelszen & Co., Bordeaux, to J. L. Watt & Scott, Toronto, should be a useful hint to Canadian importers of nuts:

"Seeing there is no duty on walnuts entering France, it is very easy to give certificates of French origin for Black Sea goods; in fact, large quantities are imported at Marseilles and from there sent into the interior, where they are mixed in with French. We refuse, however, to have anything to do with these goods, which are more oily and turn rancid much more quickly. We should have thought it would have been more to the advantage of importers on your side to buy each quality separately and do their own mixing and thus avoid the expense which French packers who mix them incur in labor and carriage."

48 Highest Awards in Europe and America

**WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA**



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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

**GRAHAM FLOUR**

Made from carefully selected wheat.  
Send for trial lot

**A. A. McFALL**

**BOLTON, ONT.**

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS,

Quebec.

**H. CONSTANT**

First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**

82 Beaudry Street MONTREAL

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

Receivers and Shippers

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

125 St. Peter St.,

QUEBEC.



# THE HUMAN PALATE

often needs a little tickling. And as a tickler of the palate nothing can beat

# Lea & Perrins'

## Worcestershire Sauce

(The Only Original and Genuine)

And you know that there's a lot of money to be made by tickling the human palate. Just you try selling Lea & Perrin's, and see how quickly and steadily the repeat orders flow in.

"He profits who sells, because he thoroughly enjoys, who buys—Lea & Perrins'."

### J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The waning year shows but the close of another successful season for Canada's Standard Chocolate.

# Mott's "Diamond" and "Elite" brands of Chocolate

are household favorites throughout Canada. They are Canadian made and they are unequalled.

All Jobbers sell them.

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

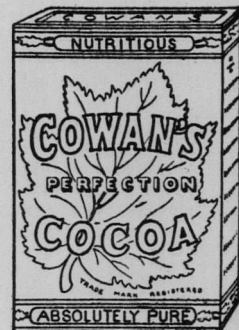
Arthur Nelson  
Vancouver

## The Profitable Cocoa is the Purest Cocoa, Consequently

# Cowan's Cocoa

being the purest Cocoa—is the most profitable Cocoa for you to handle.

We have a special process (which our competitors would like very much to imitate), that gives Cowan's Cocoa an unbeatable flavor. Cowan's Cocoa means the Purest Cocoa with the Perfect Flavor.



## The Cowan Co., Ltd.



# Freight Congestion in Montreal

Ontario Importers Complain of Delayed Shipments and Unsatisfactory Deliveries—Montreal Attributes Trouble to Increased Business Before the Close of Navigation.

Grocery brokers and wholesalers in Ontario have been puzzled, troubled and exasperated, particularly during the last month or two, over delays, mix-ups and seeming laxness of method in shipment of goods via Montreal.

Toronto brokers are very strongly condemning the railroads for their apparent inefficiency in handling this kind of freight. And they complain not only of unreasonable delay, but also of the fact that shipments, when they do arrive, come in sections, perhaps a third at a time, with the other part of the consignment straggling in a week or two after the first section has arrived. "Why," said a prominent broker to The Grocer this week, "I had a shipment of 1,000 boxes of currants coming via Montreal recently. The steamer arrived and I got my invoice and wondered why the stock did not turn up, but I saw nothing of them for three weeks, and then only 213 boxes arrived, the rest straying in in two lots over a week later. This shipment should have been here in a week."

This gentleman voices the complaints of the majority of the Toronto wholesalers, who have had very similar trouble.

Then there are complaints of a different nature, which say that when the goods do arrive in Toronto and the bills of lading are received, the cars are sent to the wrong street terminals and thus additional delay is caused. This also has occurred very frequently of late.

Nor is Toronto the only receiving point which has suffered. Here are a couple of paragraphs picked from our regular correspondence for this week, which show that similar conditions exist elsewhere.

This one from London, says: "A well known local broker complains of the annoying delays in the bringing of goods from the seaboard to London. As an instance of the way in which goods are neglected by the railways, he tells of a consignment which he had been anxiously awaiting that did not arrive here till yesterday, although the steamer which brought the goods over has since returned to Liverpool and discharged her cargo. This is particularly aggravating at a time when the goods are badly needed for the holiday trade.

And here is one in similar vein from Pembroke: "Considerable trouble and inconvenience has been experienced lately owing to the manner in which freight has been delayed and damaged in transit, goods arriving in anything but a perfect condition. In one instance last week a merchant ordered some fish in Montreal, which were promised by Thursday, for Friday's trade. On enquiry on Friday no fish had arrived and on Saturday, on making a search in the freight shed, part of the consignment was found, carefully covered up, waiting for the other part to arrive. These instances are of frequent occurrence and there seems to be little remedy for it, for if a claim is made scarcely any notice is taken and by the time a mer-

chant has written about a dozen letters or more, he is little better off than before."

Montreal offers some explanation of the situation as follows:

Explanation is to be found in Montreal, to a greater or lesser extent, of the delays in shipping goods from that city to Toronto and other points. The congestion of freight in the former city is something beyond the imagination of those who have not been directly interested in securing goods from that terminal.

The congestion is felt this year a little more than formerly, but the situation is by no means new to Montreal. It is part and parcel of the closing of navigation every year, and the majority of the trade, accepting the trouble as inevitable, are inclined to treat matters philosophically.

Who is to blame? Such a question cannot fairly be answered. No man can point out one party and say they alone are to blame. And no man, after viewing the tangled state of freight in Montreal, would endeavor to place the blame.

Is not the merchant himself more or less responsible? Every importer desires to secure goods at the last minute. As a result, orders are given that shipments shall be made by late boats and in consequence these vessels arrive crammed with freight. They have, in many instances, refused much cargo, which will have to come later by St. John at winter rates.

Arriving at Montreal, the freight cannot be unloaded as satisfactorily as might be desired. Harbor improvements are going on and the sheds are not yet in a position to permit of systematic, temporary storage. The result is that part of the freight is unloaded in one section, another lot finds a temporary resting place somewhere else, and so the entire cargo is scattered.

Then the railway companies begin activities. Teams are sent to the sheds, which cannot be approached by cars. The carters cannot locate all the freight; no more can the consignee or his agent; everything is grandly tangled. The railway companies do what they can, which means that they secure what of the goods they can find and ship them on to their destination. This accounts for the arrival of large lots in Toronto in two or three instalments, perhaps days apart.

It cannot be doubted the railways are rushed to such an extent that they hardly know where they stand. New cars, new engines are turned out in large numbers every year, and still they cannot cope with the growth in trade. But it is not alone the growth in trade with which they have to contend. They have to handle this "last minute" traffic. It is this which knocks them out in their calculations. If merchants would accept goods a month before navigation closed; if they would do away with late boat deliveries to a great extent, as it is quite possible for them to do,

then there would be relief. Boats could deliver this merchandise in two or three consignments. The railways could then handle the goods more expeditiously and the situation would show improvement all around.

As it is now, the mess the railways have on their hands at the close of navigation keeps them busy untangling until the second and third months of the year.

Some suggest more cars and motive power. Suppose the railways should order new stock, they would perhaps be able to move the freight more quickly, but what about all this new stock which would lie idle at other seasons. At present the railroads are manufacturing to the pace of the country's growth and the natural increase in their business. They cannot be expected to perhaps double their rolling stock for one month's traffic. On the other hand, it may be said, as corporations serving the public, they should be provided with the wherewithal to meet all emergencies.

But by co-operation the situation might be wonderfully improved.

Importers, by ordering goods shipped earlier, would facilitate deliveries by rail here by receiving merchandise at least a month before the closing of navigation.

Thus the grand rush would be done away with and the congestion materially relieved.

In Montreal there is no great complaint about slow deliveries to Toronto and other western points. One firm did wait three weeks to get a carload of through freight from Montreal to Toronto, but they were not complaining as they could not expect better considering the present state of affairs. They were pleased to get it as far as Montreal intact and eventually through to Toronto.

## NOTES.

Gervais & Frere, Montreal, are starting a grocery.

H. W. Huff, general merchant, of Nananee, Ont., has assigned.

Geo. A. Allen, general merchant, of Nananee, Ont., has assigned.

R. Barber, Toronto, Ont., has sold his grocery to M. C. Hambly.

H. P. Gillespie, general merchant, of Florenceville, N.B., has assigned.

The New Ontario Trading Co., general merchants, of North Bay, Ont., have assigned.

J. C. Breckenridge, Toronto, who has been jobbing in grocery specialties, has made an assignment.

J. Lane, Port Perry, Ont., who has been conducting a grocery store, has made an assignment.

The firm of Hoory & Ryan, general merchants, of Charlton, Ont., has been changed to Malkin & Ryan.



# "THE BRAND THAT'S IN DEMAND"

**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 :

## PURITY QUALITY QUANTITY

**Purity** 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 CONDITIONS** under which the cheese is manufactured cannot be excelled, therefore your protection is guaranteed.

**Quality** **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.

**Quantity** 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 Guaranteed on Every Package*



**INGERSOLL CREAM CHEESE IN BLOCKS** is an admirable **SUBSTITUTE 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**

**THE INGERSOLL PACKING COMPANY, LIMITED**

**INGERSOLL**

**ONTARIO**

**CANADA**







generally believed that the unhealthy tone is but temporary and will serve to clean up the market. Oranges can't remain long at present prices. Under the circumstances last week's quotations are repeated, it being impossible to give satisfactory prices at present. Lemons are holding their own and selling steadily. Apples are slow at easier prices. Cranberries are not moving freely. Holy is going briskly. Almerias are steady.

Oranges, Florida's new	2 75	3 50
Oranges, Mexican, new	2 40	2 50
"    navar, new	3 00	3 75
Lemons, California, 240, 300, 360, 420	3 75	4 25
"    Messina, new crop	2 75	3 25
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
"    No. 2	3 75	3 00
"    lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
ul nces, per basket	0 50	0 60
Cranberries, per bbl	10 00	12 00
Almeria grapes, per keg	4 00	6 50
Tangerines	3 00	4 00
Holly	4 25	4 50

VEGETABLES—There is no distinct feature in the market. Potatoes are a shade easier, though there has been no sharp break. Delawares are arriving in good lots. Some fine Green Mountain potatoes have also been handled. Sweet potatoes are meeting with a good demand as are also imported celery, lettuce and cucumbers. Other lines are fairly active.

New Brunswick Delawares, per bag	0 95
New potatoes, Canadian, per bush	0 90 0 95
Sweet potatoes (Jersey), per bbl	3 00 4 00
Onions, Spanish, per case	2 40 2 50
"    per bag	1 20 1 80
Beets, per bag	0 90 0 95
Cabbage, per doz	0 40 0 60
Carrots, Canadian, per bag	0 60 0 70
Turnips, per bag	0 35 0 40
Parsnips, per bag	0 75 0 80
Caullifower, per doz	0 60 1 50
Farsley, per doz	0 25
Celery, Canadian, per doz	0 35 0 40
"    california, per doz	0 75
Lettuce, imported	1 35
Cucumbers, imported, per doz	2 00

FISH—Business is reported brisk for all lines. Shipments are arriving regularly. There has been no change in prices. Ciscoes and finnan haddie are inclined to be scarce. Oysters are strong and selling sharply. The cold weather has no doubt had a stiffening effect on the situation.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb	0 12	0 12
Whitefish, winter caught, per lb	0 10	

## SHIP TO US

We pay the highest market price for

## DRIED APPLES

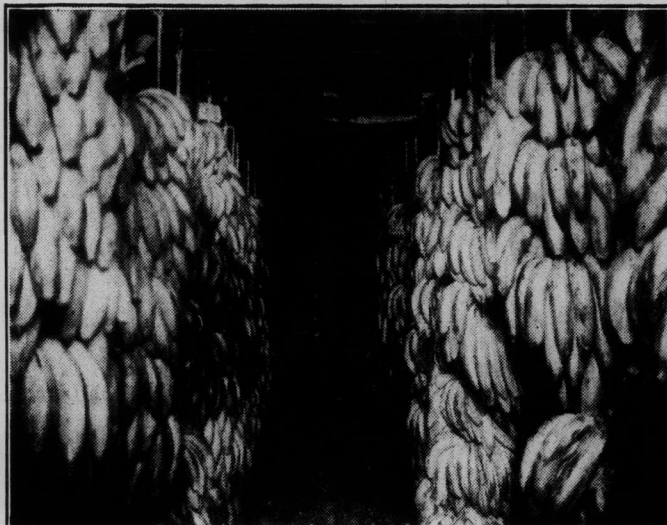
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

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

Packers and Exporters

7 and 9 Market Street

HAMILTON



## Bananas ripening for the Xmas Market

An order mailed quickly will land these to you for Xmas—sort up what else you want at the same time.

**White & Co., Limited, Toronto and Hamilton**

## Christmas Greetings

FROM

**W. B. STRINGER & CO., Sole Agents for "St. Nicholas" Lemons**

## Compliments of the Season

to our many customers and friends and thank them for their very liberal orders for Christmas Fruits, which we shipped last week to all points in Refrigerator cars.

We are prepared to fill all orders on any lines you may run short on with quick dispatch, and trust all may have a very

**PROSPEROUS NEW YEAR.**

**HUGH WALKER & SON**

**Guelph, Ont.**

Established 1861

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



**BE HIGH-CLASS**

in your Orange business.

Introduce

**"BRONCO"  
Brand**

Navels to your customers.

**One Introduction enough**

Grown on the celebrated  
Redlands Heights in  
California.

The Cream of all Oranges

**White & Co.**  
Toronto Limited

Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

**EXPERIENCED ADVERTISEMENT WRITERS**

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

**Oranges, Navels, Mexicans, Cubans. Lemons New Messina.**  
We have them, also **Figs, Dates, Nuts.** Write us for special quotations.

**The Dawson Commission Co.**  
Toronto

We can also handle your  
POULTRY, BUTTER, EGGS

**J.V DE YBARRONDO & CO**

Successors to James Violett & Co

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS

R<sup>o</sup> ROSE CHOICE

SUPERIOR EXTRA

EXCELSIOR

EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED

GREEN PEAS OLIVE OIL

MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

**All Canned  
Vegetables,**

**Pure White Wine  
Vinegar,**

**Clarets, Brandies  
and Champagnes.**

Haddock, frozen, per lb.....	0 07	0 08
Holland herring.....	0 30	0 35
Herring, medium, per lb.....	0 07 1/2	0 08
jumbo, per lb.....	0 10	
British Columbia salmon, per lb.....	0 12	
Quail, per lb.....	0 09	
Trout, fresh, per lb.....	0 09	
Ciscoes, per basket.....	1 25	
Labrador herring, per bbl.....	5 00	5 50
Halibut, fresh caught.....	0 09	
Shredded cod, per lb.....	0 08	
Shredded cod, per doz.....	0 90	
Halifax fish cakes, case.....	2 40	
Acadia tablets, per case.....	4 80	
Live lobsters.....	0 20	0 35
Bluefins, small white, per lb.....	0 07	
Mackerel mediums, each.....	0 12	
large.....	0 25	
Finnan Haddie, per lb.....	0 08	
Malpeques, per gal.....	1 85	2 00
Oysters, per gal.....	1 85	
Shell oysters, blue p ints, per 100.....	1 50	
Bloers box.....	1 50	
Kipperd Herring.....	1 75	
Smelts, fresh caught.....	0 10	
Gold eyes.....	0 06	

**SASKATOON CORRESPONDENCE.**

It is rumored that Saskatoon will soon have a meat and vegetable market. This will be something for the new council to take up early in the new year.

On Thursday there was a fall in bread at least so the local papers said. But it proved to be only a temporary one. The delivery wagon belonging to Booth's bakery was overturned owing to the horse taking fright. The contents were strewn along the street, but willing hands soon restored order. A rig belonging to Currie Bros., grocers, also had a spill.

The Prince Albert Board of Trade is considering a proposition from a large American match firm to establish a factory at a cost of \$100,000. The secretary has been corresponding with the firm for some time, but a definite proposal has now been submitted. The company, which owns a factory in North Carolina, has been contemplating one in Canada and several locations have been examined for the purpose. A more suitable one than Prince Albert could not have been found, with its extensive area of suitable timber, and favorably situated as it is in the heart of the west with every facility for transportation. There is also a sulphur mine in the north, which can be used at any time. When established, it is expected the plant will have a capacity sufficient to supply all Canada.

The secretary of the Asquith Board of Trade is in receipt of several enquiries regarding the town and its sur-

roundings. As a result new businesses have located and others are expected to follow. Business has been very good this fall and it is expected to be better when the wheat moves more rapidly. Farmers were storing their grain in temporary granaries around town until the Canadian Pacific Railway should run a regular freight service. This has now been done and the situation is greatly relieved. The merchants too will put in larger stocks and receive their goods more regularly.

Several other small towns are becoming prominent as business centres in this vicinity. Business is booming in Borden, where there are two departmental stores. There are two elevators in town and the surrounding country is rich farming land and well settled. Nearly every place of any importance has its seed fair at this time of the year, when grain is judged and prizes awarded.

The Rogers Fruit Co. have just received a consignment of fruit from their Winnipeg warehouse, consisting of three cars. One car contained one hundred and eighty barrels of apples, mostly spies. Another car contained three hundred and forty-four boxes of oranges. The other car contained a miscellaneous assortment of fruit, consisting of cranberries, grapes, snow apples, onions, dates, figs, raisins and bananas. Half of this shipment, including the car of apples, will be sent out to Asquith merchants. The remainder is being delivered to dealers in town. Although delayed in transit the fruit arrived in good condition. This will probably be the last shipment to arrive this year as dealers are now well stocked for the Christmas trade.

Mr. J. Young, one of Nutana's prominent young merchants, was married last week to Miss F. MacDonald. The wedding took place at Prince Albert, at the home of Mr. and Mrs. C. MacDonald.

It is rumored that the Canadian Northern Railway and the Grand Trunk Pacific will build a union station in Saskatoon, on the property belonging to the former. The report originated with a party who is in touch with the officials of both roads. The Grand Trunk has no station here as yet and it is said that the Canadian Northern will build a new station to replace the present one so that there may be some truth in the matter. It is known that while here in September, F. W. Morse, of the Grand Trunk, stated that his company would come into the heart of the city and that they were willing to enter into certain negotiations with the Canadian Northern. The latter owns a good deal of property in the centre of the town and a union station here would be very convenient for the general public. A good deal of interest is aroused as it is thought that the road which was proposed into Nutana is not a feasible one.

The local water supply was somewhat affected on Monday by a break in the main. The hotels were chiefly affected, but the greater part of the city was without water for a considerable time as the supply had to be cut off at the power house until the leak could be repaired.



# BONELESS CODFISH

is always a good asset in a grocer's stock if he buys the right brand and sees that each package has this trade mark

Stocked  
by  
Jobbers  
Everywhere



The Brands  
are  
"HALIFAX"  
and  
"ACADIA"

Smoked

## Finnan Haddie

in 15 and 30 lb. boxes

Something Choice in Quality

Write or wire us for quotations

Frozen Cod and Herring

in their season.

Connors Bros., Limited

Black's Harbor, N.B.

"Everyone Loves a Lover"

Everyone Loves a Good Sardine

"King Oscar" Brand

Norwegian

## Sardines

are the delight of the epicure. They are distinctly superior in flavor and richness to any sardine packed.

Every jobber sells them—if yours does not, write us.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON



# Fish and Oysters

Standard and Select Bulk Oysters by the gallon. Malpeque Shell Oysters in barrels. Large Frozen Sea Herring in barrels. Fresh and Frozen Sea and Lake Fish. Haddies, Bloaters and Kippers, Skinless Cod and Boneless Cod in boxes. Labrador Herring in barrels and half-barrels. All other kinds in season. Write for Prices.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

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

MONTREAL

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



## A COMBINATION

hard to beat. We show you here a most delicious combination for **Christmas Trade.** You will undoubtedly have a call for an A1 Oyster. We recommend ours as the BEST. Let us have your orders early to avoid disappointments.

We wish our many friends

### A MERRY CHRISTMAS

## The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors,

76 Colborne St., TORONTO

F. T. JAMES, Manager

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**OYSTERS****FOR XMAS****No Disappointment****Long Island Natives****Solid Meats****Genuine Business Getters****Large and Perfectly Clean****White & Co., Ltd.****Toronto and Hamilton****LONDON CORRESPONDENCE.**

President Harry Ranahan, of the Retail Grocers' Association, has returned from Chicago, much improved in health.

The custom of grocers giving Christmas presents to their patrons, which was long ago abandoned by the trade generally, is still not altogether unknown in this city, some dealers handing out small presents at the festive season to their best customers. As a rule, however, these presents are in the shape of picture calendars, which prove a thing of beauty for a day or two and of considerable convenience throughout the year. One of the oldest men in the grocery trade in London told your correspondent recently that years ago he gave away at Christmas time goods to the value of \$300 and \$400, which meant probably the entire profits of the holiday season's trade. Finally dealers began to realize the folly of such a business method and gradually stopped the practice, the change in the license law separating the grocery and liquor businesses settling the matter.

A number of grocers, confectioners and others are sufferers from the assignment of the New York Chinese Cafe on Richmond St. The concern was conducted by a Chinaman, Wesley Wong, and had been in existence for three years. Business had been falling off of late and the various creditors asked for an assignment.

Whether the milkmen of this city have left themselves open to the charge of conspiracy is a question which is being discussed just now. It is stated that they held meetings, at which nine or more members have been present, solely for the purpose of forcing a raise in the price of a public commodity. What makes the people particularly angry with the milkmen is that so many find it necessary to raise prices, while the remainder do not. If those who have not raised find that they can get along all right, the people argue, why should the remainder feel it incumbent upon themselves to impose on the people? It is essentially the poorer classes that feel these raises most, and something should be done to put a stop to the imposition.

Local grocers declare business is very good and believe it will remain so until after Christmas, at least. Some of the dealers express indignation at the statement of a morning paper that they are selling poultry at a profit of three and four cents a pound. T. A. Rowat, when interviewed, said that, talking the year round, there was no difference between the market and the store price for poultry. Instead of 12 cents a pound grocers are not getting more than 10 cents. The effect of this knocking is to send buyers to the market, where they are sold culls of the worst kind at about the same price choice birds are sold in the stores. Harry Ranahan said he had not made two cents a pound on his sales. He laughed at the talk of "hard times," declaring he saw no sign of a slump. John Diprose expressed himself to the same effect as Mr. Rowat.

That poultry will be cheap this Christmas there is every reason to believe. Flavelle's, Limited, have shipped from their London factory this season over a million fowls, and other firms have also sent out large quantities. Buying for export has now ceased and there are indications of a glut in the market and a drop in prices.

The city clerk is receiving many communications from other municipalities regarding the resolution of the London City Council asking co-operation in memorializing the Legislature to pass a by-law regulating the weights of bread, butter and other commodities all endorsing the proposal. The latest to fall into line is the town of Niagara Falls.

At the regular meeting of the Retail Grocers' Association on Wednesday Dec. 4, the communication from the Dominion Retail Merchants' Association, asking the local body to affiliate, was discussed, the result being that Treasurer Ed. Ryan was instructed to reply that the association had no desire to affiliate at the present time, particularly in view of its experience with the secretary of the Dominion organization. It was reported that certain grocers were cutting prices of sugar, and deputations were appointed to interview the offending parties.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**BUSINESS CHANCES.**

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

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

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

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

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

**WANTED.**

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

**MISCELLANEOUS.**

**WRITE** or phone J. Howell James before fitting up your new store or making alterations; all work given my personal attention. 333 Lippincott street Toronto. Phone N. 4443. (52)

**SITUATIONS WANTED.**

**COMMERCIAL TRAVELLER**—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

**TEA**—Gentleman now representing leading Canadian firm is desirous of securing an appointment as manager or traveller of firm of tea importers, west or south preferred. Ability and experience combined with good appearance and education. Box 172, GROCER, Toronto.

**ARTICLES FOR SALE.**

**PURE** Eastern Township Maple Sugar in 1 to 10 lbs. cakes; also pure maple syrup put up in 1 lb. imperial gallon cans. Apply to P. J. Girard, Richmond, Que. [50]

**LEGAL NOTICE**

Public Notice is hereby given that it is a criminal offence for any dealer to serve a substitute when **BOVRIL** is called for, and that any such cases when discovered will be prosecuted to the full extent of the law.

We intend to protect those who call for **BOVRIL** from being given other products.

The word "**BOVRIL**" is our registered trade mark, and it can only be applied legally to our own preparation.

**BOVRIL LIMITED**

27 St. Peter Street, - MONTREAL



## THE CANADIAN GROCER

### SOME FORTUNATE GROCERS.

#### Winners in the Recent Wrapper Contest of Maconochie Bros.

Grocer generally will be interested in the result of the wrapper competition carried on by Maconochie Bros., recently. The winners, with the number of wrappers collected by each are given below:

1st Prize—\$100—2,500 wrappers, Jas. McGowan, clerk, R. Simpson Co., Toronto.

2nd Prize—\$50—1,699 wrappers, Geo. Brady, grocer, Lindsay.

3rd Prize—\$35—1,190 wrappers, William Scott, clerk, R. Simpson Co., Toronto.

4th Prize—\$25—1,041 wrappers, E. J. Ryan, Ryan & Russell, London.

5th Prize—\$20—427 wrappers, Linden Bros., Queen St. W., Toronto.

6th Prize—\$10—364 wrappers, Emile Gauthier, 2,009 St. James St., Montreal.

7th Prize—\$5, 357 wrappers, J. F. Goyne, clerk, J. S. Beaton, Oshawa.

8th Prize—\$3—250 wrappers, Bruce & Sanderson, Parliament St., Toronto.

9th Prize—\$2—234 wrappers, Alex. Hill, Picton, Ont.

Cheques for the above amounts have been forwarded to the prize winners by the agents, the MacLaren Imperial Cheese Co., Toronto, of Maconochie Bros., London, Eng.

I hereby certify that I have checked the count of wrappers and find it correct, as above.

(Signed) W. H. SEYLER,  
Manager Canadian Grocer.

Toronto, December 2, 1907.

The Goldie Milling Co., of Guelph, has just filled a large order of 3,000 barrels of flour for South Africa. It seems a long way to send flour, but not to a firm like this, which has a worldwide reputation for their flour.

## Are You a Smoker?

Perhaps yes, perhaps no. But if you are, get a package of T. & B.—smoke it—enjoy it. Then you will understand just why

# T. & B.

is the best pipe tobacco for you to handle. It has that fragrant smell, that exquisite flavor, which makes a T. & B. customer stay a T. & B. customer. Never bites the tongue, and not the faintest suspicion of "dope" can be discovered in ten thousand packages.

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

## A Merry Christmas to You

and may you have

## A Happy and Prosperous New Year

this is the wish of

## The Sherbrooke Cigar Co., Sherbrooke, Que.

Makers of the smoker's favorites, Royal Sport and Hogen Mogen cigars.

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## BUSINESS BRISK IN NOVA SCOTIA

Retail Stores Busy With Christmas Trade—Commission Men Rushed With Outside Orders—Large Potato Shipments to Havana.

Halifax, N.S., Dec. 17.

The retail grocery stores are now looking their best, and every preparation has been made for a big Christmas trade. The shelves of the stores are laden with bright new canned goods, and the windows have tempting displays of dried and green fruits, nuts, confectionery, etc. Despite the financial stringency in many places, business here is very good, the retail trade thus far being fully equal to that of the same period last year. There is every indication for a large holiday trade. Business also appears to be very good in the outside districts and many of the city firms are shipping large quantities of goods into the country. There has been a heavy demand for mixed confectionery and chocolates, and also fancy mixed biscuits. The demand has been principally for large packages. One city firm sent more five-pound boxes into the country this year than ever before. Some of the firms are so busy in getting away orders that the purchaser has received the goods two days before the arrival of the invoices. This occasioned no surprise to the buyer, however, as he had received brief notification of the conditions. Sugars are in good demand. Prices quoted here are: Extra standard, \$4.40; Austrian granulated, \$4; bright yellow, \$4.20; No. 1 yellow \$3.90, and unbranded yellow, \$3.75. The commission men now have more business than they can handle. They are rushed with orders. The weather so far has been very favorable for the delivery of goods, there being very little frost so far.

The shipments of apples to the British market continue very heavy, but very little fruit is being placed on the local market. No. 1 stock is worth \$3.50 per barrel. There is a scarcity of No. 1 Bishop Pippins. Shipments of potatoes from the Annapolis Valley to the Havana market continue heavy, some vessels taking as many as four thousand barrels on a trip.

### ASSOCIATION PROGRESSING.

New Organizations and Interest in Several Western Towns.

The association idea has taken strong hold of the minds of the Western retailers, and their association continues to grow in membership and influence. W. Ledoux, the assistant organizer, has been visiting many towns in Saskatchewan during the last two months, and the result has been a substantial increase in the membership of the general association and the forming of strong local organizations to deal with all local matters. Among the towns recently visited and in which the association work has been greatly extended, are. Bruno,

Dana, Humboldt, Aberdeen, Warman, Davidson, Girvin, Wolseley, Wapella, Grenfell, Craik, Hanley, Dundurn, Saskatoon, Battleford, Yorkton.

Strong local organizations have been formed in most of these towns.

### MARITIME TRAVELERS ELECTED.

Officers of Eastern Association Chosen at Halifax Last Week.

At the annual meeting of the Maritime Commercial Travelers' Association held in Halifax city last week, Harry E. Pyke, of the wholesale grocery firm of Pyke Bros., was elected president. The association now has a membership of 846, and its total resources amount to \$42,858.40. The various reports for the past year were presented and proved highly satisfactory. The membership has been increased from 781 for 1907, to 816 for 1908, of which 475 are registered at Halifax, and 341 at St. John.

### NEW TRADE COMMISSIONER.

Further Attention to be Paid to Canadian Trade in West Indies.

E. H. S. Flood, of St. John, N.B., has been appointed by the Dominion Government as trade commissioner for the West Indies, Bermuda and British Guiana, with headquarters at Barbadoes. His salary is \$3,000 a year. There are at present some four agents representing Canada in the West Indies, but only half of their time is taken up with this work. Mr. Flood will devote all his time to Canadian trade matters.

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer

### CLAY PIPES

A perfect article. Sell it  
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

### How Much Do You Spend?

A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from

### JOS. COTE

The Largest Wholesale Importer and Tobacconist in the District.

Office and Sample Room: 186-188 St. Paul St.  
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

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

# BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade







# THE TELEPHONE

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

## LONG DISTANCE TELEPHONE SERVICE

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

## THE BELL TELEPHONE COMPANY OF CANADA

### IF YOU SAVE

Though it be only \$1.00 a week, you will soon be on the way to independence and wealth.

In the Savings Department of the METROPOLITAN BANK \$1.00 opens an account. Interest is allowed from date of deposit and compounded every three months.

We'll gladly handle your account and serve you with the same courtesy and efficiency as if you were a large depositor.

## THE METROPOLITAN BANK

Capital Paid Up, Reserve Fund and Undivided Profits  
\$1,000,000 \$1,183,713.23

## British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL - - - - - \$1,400,000.00  
ASSETS - - - - - 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

## WESTERN ASSURANCE COMPANY.

Incorporated  
1851

**FIRE  
AND  
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
W. R. BROCK, Vice President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

### HOTEL DIRECTORY

#### WINDSOR HOTEL

HAMILTON, BERMUDA

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

#### TOWER HOTEL

GEORGETOWN, DEMERARA  
BRITISH GUIANA.

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

#### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets  
GEORGETOWN, DEMERARA.

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

#### VICTORIA LODGE

HAMILTON, BERMUDA

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

#### WINTER RESORT QUEEN'S PARK HOTEL

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

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

#### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

#### HALIFAX HOTEL

HALIFAX, N.S.

#### HOTEL IMPERIAL

Large Sample Rooms  
Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

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JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto.  
465 Temple Building, Montreal.

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

## Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the Allison Coupon system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.



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If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.



Manufactured by

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Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO  
Canadian Agents



 **Money** 

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

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


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

**Confederation Life**  
ASSOCIATION

W. H. BEATTY, President.  
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HEAD OFFICE, - TORONTO, CANADA.

**Nothing Sure  
But Death  
and Tax.**



Our Tax are sure as the other kind.  
Sure, clean cut, sharp pointed, good  
headed, business-all-the-way-through Car-  
pet Tacks.

Sold in special little banks as above  
to retail at 5c.

All sizes, blued and tinned.

Samples and Prices on request.

**THE BAZIN MFG. CO.**  
94 Arago Street, QUEBEC

**PAYS FOR ITSELF EVERY 90 DAYS**



LASTS A LIFETIME

**The Perfection Computing  
Cheese Cutter**

Does this. Ask one of the many  
thousand grocers who use it

**SIMPLE ACCURATE  
ATTRACTIVE**

Sold by all up-to-date jobbers  
or shipped direct from factory

Shipped f.o.b. Hamilton  
Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont

**The Grocery Clerks  
Are Getting Wise**

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

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

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

**General Stores**

All general storekeepers handling hardware should  
subscribe for the one paper in Canada, published in  
the interests of the Hardware and Metal, Stove and  
Tinware trades.

**Hardware and Metal**

will give you each week full information regarding  
market changes. It will give you ideas for displaying  
your goods which enable you to increase the hardware  
end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

**The MacLean Publishing Co. Limited**  
MONTREAL TORONTO WINNIPEG



**Are Your Goods on The Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**

"They'll transform your store and transform your business, too."

## THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

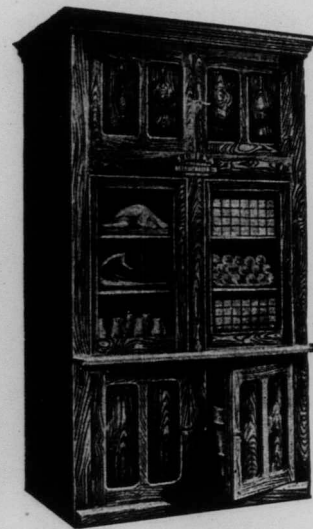
**Every Grocer Should Know About Them**

WRITE FOR ILLUSTRATED CATALOGUE.

**The Walker Bin & Store Fixture Co. LIMITED**  
BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."



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

### BAGS

We sell Eddy's Paper Bags.

Write for Prices.

**A. M. THORNE & CO.,**  
77 Front Street East, Toronto

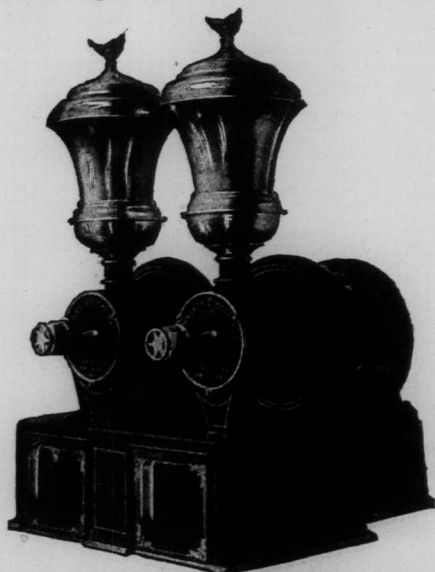
**Twine, Paper Bags and Jute Goods.**

Phone Main 5548

## COLES Electrically Driven Coffee Mills

Single and Double Grinder      Pulverizing and Granulating

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



Our Grinders Wear Longest

Grinding Capacity  
Granulating 2 lbs. per minute.

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

### THE NEW ONE WILL SUIT YOU

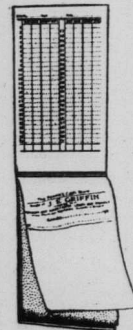
You have had enough experience with the old counter check book to know that, while it serves, it is **not fully serviceable.** The

### SPECIAL DUPLICATING COUNTER CHECK BOOK

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our traveller will call on you if you wish.

**The Carter-Crume Company, Limited**  
Toronto and Montreal



—BUY—

## Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.





### 3 PER CENT. OR MORE ?

Put your money in a savings bank and you get three per cent. every year. In other words it will be a third of a century before your money doubles itself.

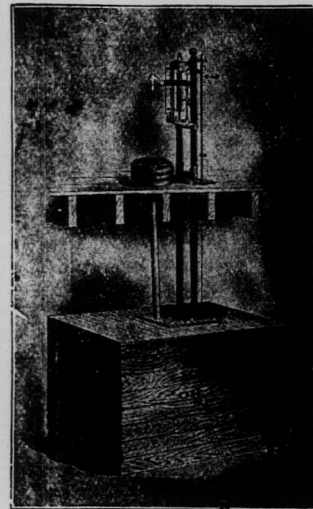
Put the same money in a Bowser Tank and your money will be repaid to you many times over in a lifetime. The Bowser Perfect Self-Measuring Oil Tank saves enough in oil, time and labor to repay its own cost within a very short time.

The Bowser draws trade, the trade that appreciates up-to-date methods. It reduces the fire risk by preventing oil soaked floors, overflowing oil and evaporation. The Bowser is clean and neat and it saves space. The Bowser stops over-measure, spilling and leakage of oil—saves three-fourths of the time now required to wait on customers. With the Bowser your other goods are free from contamination, and there are no unsightly barrels, funnels and measures in sight, as none are used.

If you want to know all about an investment that will pay you the best, send for Catalog B.

If you have an old Bowser, and want a new one, write for our liberal exchange offer

**S. F. BOWSER & CO., Ltd.**  
66-68 FRASER AVENUE  
TORONTO



Cut 1—Cellar Outfit

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

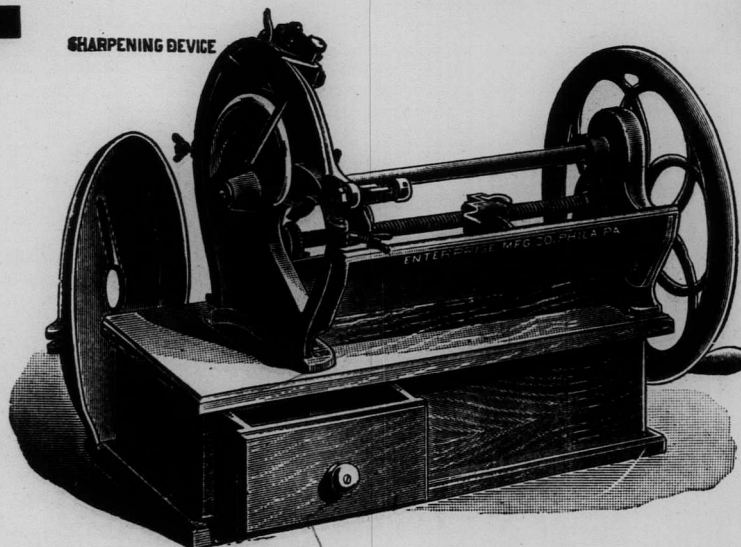
## Is your equipment GOOD? Then make it BETTER. Don't rest till you have the BEST— "ENTERPRISE"

SHARPENING DEVICE

The experience of all users proves that "Enterprise" Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

### AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.



The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

No. 125 (with 2 blades) . . \$22.50

No. 129 (with 1 blade) . . \$22.50

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

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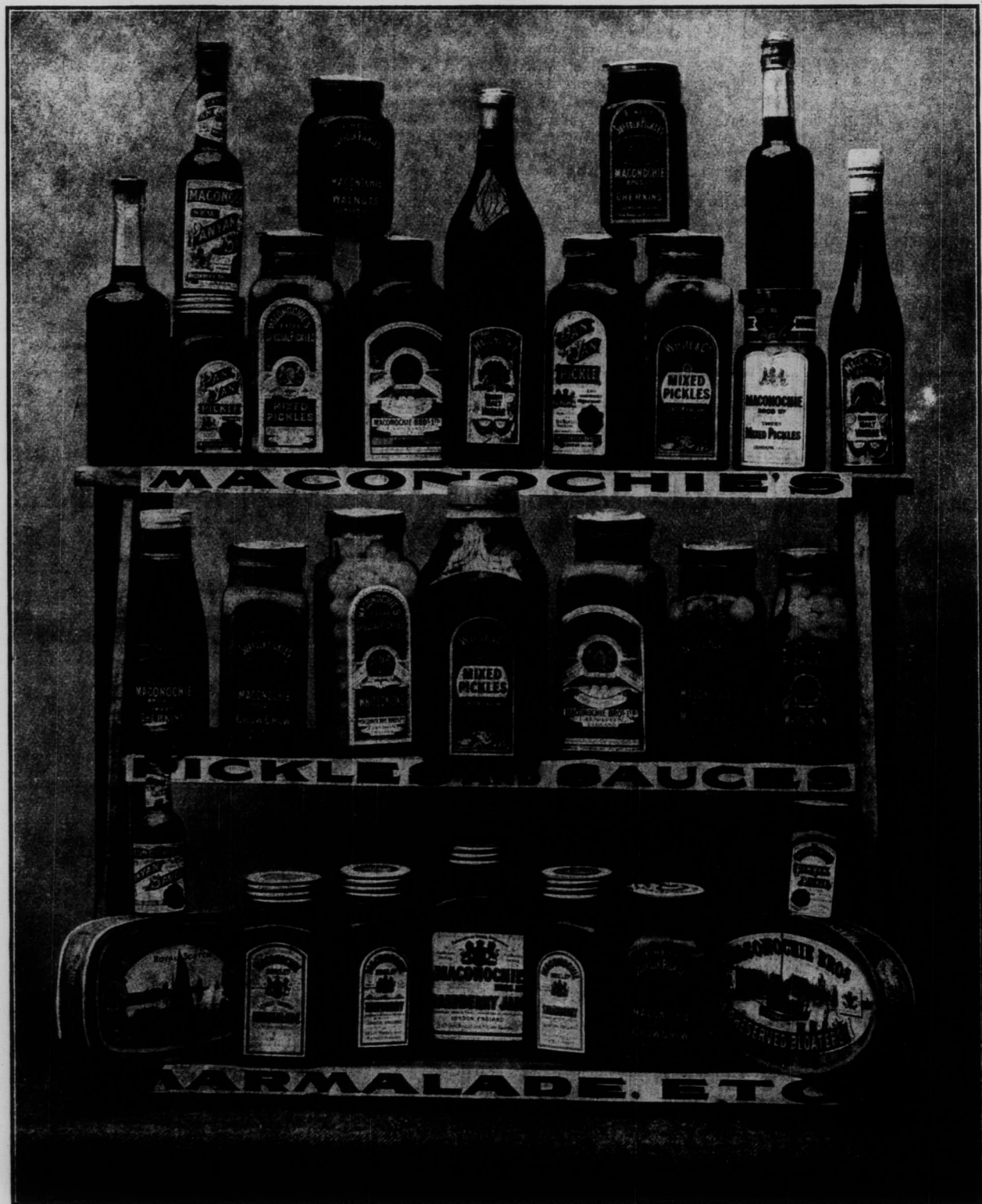
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better.



# It Pays to Handle These



For Sale by Wholesale Grocers Everywhere

## Maconochie Bros., Limited, London, England

AGENTS IN CANADA AND UNITED STATES:

MacLaren Imperial Cheese Co., Ltd.

Head Office,

Toronto, Ontario







A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# Lucky Cannerners

We know of some cannerners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising cannerners.

**We have special facilities** for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

**Terminal Warehouse and Cartage Co.** LIMITED

12-38 Grey Nun Street, MONTREAL

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

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

No money required. We furnish capital.

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

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12-oz.  
2-lb. ti  
5 and  
or  
7 and  
30-lb.  
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12-oz.  
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7 and  
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ca  
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"Shirri  
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THE N.

Tierces  
4-bbls.  
Tubs, 6  
20-lb. P





# THE A1 SAUCE

**A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."**

**Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.**

For particulars and prices write our Agent

**H. HUBBARD,** 27 Common St.,  
**MONTREAL.**

**BRAND & CO., LONDON, - ENG.**  
LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhali,

**T. UPTON & CO.**  
Compound Fruit Jams—  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case..... per lb. 0 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate..... per lb. 0 07 1/2  
7 and 14-lb. wood pails..... per lb. 0 07 1/2  
30-lb. wood pails..... " 0 07 1/2  
Compound Fruit Jellies—  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb..... 0 07 1/2  
7 and 14-lb. wood pails, 8 pails in crate  
per lb. 0 07 1/2  
30-lb. wood pails..... " 0 07 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in  
case..... per doz. \$1 60 2 90  
5, 7, 14 and 30-lb. pails, per lb..... 0 09 0 12

**Jelly Powders**



"Shirriff's" (all flavors), per doz ..... 0 90  
Discounts on application.

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.



Fierces ..... 00 09 1/2 30-lb. tins ..... 1 90  
4-bbls. .... 0 09 1/2 Cases 2-lb. " ..... 0 10 1/2  
Tubs, 60 lbs ..... 0 09 1/2 5-lb. " ..... 0 10 1/2  
20-lb. Pails ..... 2 00 " 10-lb. " ..... 10 1/2

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper..... per lb. \$0 40  
Fancy boxes (35 or 50 sticks)..... per box 1 25  
" Ringed " 5-lb. boxes..... per lb. 0 40  
" Acme " pellets, 5-lb. cans..... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb.  
cans..... per can 2 00  
Licorice lozenges, 5-lb. glass jars.... 1 75  
" 30 5-lb. cans..... 1 50  
" Purity " licorice 10 sticks..... 1 45  
" " 100 sticks..... 0 75  
Dulce large cent sticks, 100 in box.... ..

**Lime Juice.**

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and  
Toronto  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 " " " ..... 1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and  
Toronto.  
Quart bottles, 2 doz., per doz..... 2 90  
Pint " 2 " " " ..... 1 85

THOMAS J. LIPTON

Prices on application.

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.  
1 case of 4 doz..... \$3 60  
3 cases of 4 doz..... \$3 50  
5 cases or more ..... \$ 40

**Mince Meat.**

Wethey's condensed, per gross net ...\$12 00  
per case of doz. net ..... 3 00

**Mustard.**

COLMAN'S OR KEEN'S.  
D.S.F., 1-lb. tins..... per doz. \$1 40  
" 1-lb. tins ..... 2 50  
" 1-lb. tins ..... 5 00  
Durham 4-lb. jar..... per jar. 0 75  
" 1-lb. jar..... 0 25  
F. D. 1-lb. tins..... per doz. 0 85  
" 1-lb. tins..... 1 45

**Olive Oil.**

LAPORTE, MARTIN & OIE, LTD  
Minerva Brand—  
Minerva, qts. 12's ..... \$5 75  
" pta. 24's ..... 6 50  
" " pta. 24's..... 4 25

**Orange Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case..... per doz. \$1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz..... 1 75

SHIRRIFF BRAND



"Imperial Scotch," 1-lb. glass, per doz. 1 50  
" " 2-lb. " " 2 70  
" " 4-lb. tins, " 4 65  
" " 7-lb. " " 7 35  
"Shredded," 1-lb. glass, per doz..... 1 80  
" 2-lb. " " 3 00  
" 7-lb. tins, " ..... 8 00

THOMAS J. LIPTON

Prices on application.

**Sauces.**

PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Lafamme, Montreal and  
Toronto.  
1-pint bottles, 3 & 6 doz., per doz..... 0 90  
Pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application.

**Soda.**

DWIGHT'S  
BAKING SODA  
Case of 1-lb. contain  
ing 60 packages pe  
box, \$3 00.  
Case of 1-lb. (con  
taining 120 pkg.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 30  
1-lb. and 60 1-lb.  
pkgs), per box, \$3 00.  
Case of 50. pkgs. containing 30 pkgs., per  
box, \$3

**MAGIC BRAND.**

Per case.  
No. 1, cases, 50 1-lb. packages..... \$ 2 75  
No. 2, " 120 1-lb. " ..... 3 75  
No. 3, " 60 1-lb. " ..... 3 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 3 75

**Soap and Washing Powders**

A. P. TIPPET & CO., Agents.  
Maypole soap, colors ..... per gross \$10 30  
" black..... " 15 30  
Oricle soap..... " 10 30  
Gloriola soap..... " 12 30  
Straw hat polish..... " 10 30

**Starch.**

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb  
No. 1 White or blue, 4-lb. carton. \$ 0 07  
No. 1 " 5-lb. " 0 07  
Canada laundry..... 0 06  
Silver gloss, 4-lb. draw-lid boxes..... 0 08  
Silver gloss, 2-lb. tin canisters..... 0 08  
Edward's silver gloss, 1-lb. pkg. 0 08  
Kegs silver gloss, large crystal..... 0 08  
Benson's satin, 1-lb. cartons..... 0 08  
No. 1 white, 4-lb. and kegs..... 0 06 1/2  
Canada White Gloss, 1-lb. pkg..... 0 06 1/2  
Benson's enamel..... per box 1 50 to 3 00

Culinary Starch—  
Benson & Co.'s Prepared Corn..... 0 07 1/2  
Canada Pure Corn ..... 0 06 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
" 1 " " or blue,  
4 lb. lumps..... 0 8 1/2

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. .... 0 6 1/2  
Finest Quality White Laundry—  
5-lb. Canisters, cases of 48 lb. .... 0 07  
Barrels, 500 lb. .... 0 06 1/2  
Kegs, 100 lb. .... 0 06 1/2

Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb. 0 08  
5-lb. toy trunks, 8 in case..... 0 08  
5-lb. enameled tin canisters, 8  
in case..... 0 08  
Kegs, ex. crystals, 100 lb. .... 0 07  
Brantford Gloss—  
1-lb. fancy boxes, cases 30 lb. .... \$0 08  
Canadian Licorice Starch—  
Boxes of 40 fancy pkgs., per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case.... 3 60







# BATGER'S

## Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME  
Agents  
MONTREAL AND TORONTO

When Ordering

# VALENCIA RAISINS

Ask for these Marks—

**"M.D. & Co. Beaver"**

Special Fancy Quality

**"W. Abel"** Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

**MAHIQUES, DOMENECH & CO.**

Agents: Rose & Laflamme

Montreal and Toronto

## INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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