

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 27, 1907.

NO. 52.



You'll want to add to the prestige of your store during the coming year—

Robinson's Patent Barley

is a line that will be a profit maker for you and a desirable and valuable food for your customers—

Write for sample or order from your jobber,

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

1908

Your friends for trade and profit during the coming year are

Benson's "Prepared" Corn (For cooking purposes)

Edwardsburg "Silver Gloss" Starch (For the Laundry)

"Crown Brand"  Table Syrup (Made from Corn)

Every jobber can sell you these lines—Make them your leaders during 1908.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

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There is a Big Demand for Seeded Raisins

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

Jose Segalerva

Malaga, Spain

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

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

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

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT.

Agents for the Dominion

Rose and Laflamme Montreal and Toronto.

Taylor's Candied and Dried Peels

Citron and Orange Peels makes them superlatively the "best." The new season's Peels are ready — *the favorites.*

¶ The vital fact that the essential Oil has not been extracted from the imported fruit skins exclusively used in the preparation of these justly famous Lemon,

QUALITY
COUNTS

¶ Each of the various brands of Griffin and Skelley's Seeded Raisins represents the best of its kind at the quoted price.

¶ Clean absolutely and always packed full weight. For the holiday demand it is a brand that wins and keeps *permanent custom.*

**Griffin's
Seeded Raisins**

ARTHUR P. TIPPET & CO., Agents,

8 PLACE ROYALE, MONTREAL,

84 VICTORIA ST., TORONTO



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

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.

Wishing Everybody a
Prosperous New Year

LOOK WHERE THE SUN SHINES
FOR 1908

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.)

It's never too late to mend—

And so in selling groceries, there are always opportunities to improve trade and increase your profits (it's profits you live by.) There are still a large number of good, live grocers who have been missing their share of profits by not handling the number of good, live, profitable lines we control.

The Coming Year—

finds us in better shape than ever to cater to your trade and we can demonstrate that there's money in it for you in placing your account with us.

We are clearing out

all our stocks of holiday goods, and so as not to carry any over into the new year WE ARE QUOTING UNHEARD OF PRICES ON

FIGS and TABLE RAISINS

We have just passed into stock

Two Cars MOLASSES

A car each of New Orleans and West Indian

Barrels and Half-Barrels. Good Sound Packages

Our Travellers

Will all be out again next week with numberless snaps.

DROP A
CARD
FOR
QUOTATIONS

If you are interested in **TEAS**
we can sell you

GREENS and BLACKS costing from 17c.

REGULAR 20c. VALUES.

EBY-BLAIN, LIMITED

WHOLESALE
GROCERS

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 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

GROCERY BROKERS

WINNIPEG, MAN.

CARMAN-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.



A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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 METHVEN, SON & CO.

St. George's House
EASTCHEAP, LONDON, ENG.

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

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.

DAVID SCOTT & CO.

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

JAMES MARSHALL

ABERDEEN, SCOTLAND,

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

...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.

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OTTAWA, ONT.

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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

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Bill-heads 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.

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

If you are a subscriber of
CANADIAN GROCER, you can
insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

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



**Wishing You All
A Very Prosperous
New Year**

Yours Faithfully,

CANADIAN CANNERS, Limited

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**Company
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THE CANADIAN GROCER

E. NICHOLSON
 CODES
 ABC 4th & 5th EDITION
 WESTERN UNION
 ARMSBYS 1901

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

Nicholson & Bain
 WHOLESALE
 COMMISSION MERCHANTS
 AND BROKERS.

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

Winnipeg Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

THE CANADIAN GROCER

JAMESTOWN, 1907 agrees with
ST. LOUIS, 1904 that
LIPTON'S TEA

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

LIPTON'S TEA

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

2,000,000

Packages of

LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only

None genuine without the signature

Thomas J. Lipton

THOMAS J. LIPTON

Canadian Office, 75 Front St. East,

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

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

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

Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCartel.	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



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.

NAPHTHA 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

LOOKING BACKWARD // 15 YEARS

Do you realize that there have been about 75 brands of Packet Teas launched upon the market during that period?

Some of these have entirely disappeared, others are scattered about on many grocers' shelves eating their heads off in interest, many of them being four or five years in the same position. No demand, therefore no sale, and the retail grocer is victimized.

The moral is to buy Tea only on the condition that it is returnable if it does not sell.

"SALADA" Toronto and Montreal



BLACK-MIXED-GREEN

"Salada" Uncolored Green Teas are displaing Japans where-ever they come into competition.

They are better Teas in every way, that's why.

A sample Order will demonstrate this, in double quok time.

1 / 5 of the entire tea consumption of Canada is "SALADA."

CAMP COFFEE

The Golden Rule!

Once tried, always wanted—that is the golden rule that governs the sales of "CAMP" Coffee. Through all weathers and all seasons this delicious, easily

made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

Manufacturers—
R. Paterson & Sons,
Coffee Specialists, Glasgow

AGENTS:
Rose & Laflamme
Montreal



The careful managing grocer—the one who always looks a little ahead will see to it right along this month that he has on hand a good stock of

LYTLE'S FAVORITE MINCE MEATS

for the Holiday Season and again for the New Year trade. These mince meats are on large call.

Done up in convenient sized parcels and can be ordered from your jobber or direct from the manufacturer.

The T. A. LYTLE CO. Limited

124-128 Richmond St. West, Toronto.

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.

THE Strongest Proof



of our motto "QUALITY COUNTS" is evidenced by the enormous increase in our business this year. We have consistently tried to make **WHITE SWAN** Spices, Coffees, Cereals, Coconut the **very best** of their kind, and it is gratifying indeed to see that our friends all over Canada are appreciating our efforts in thus keeping the standard high.

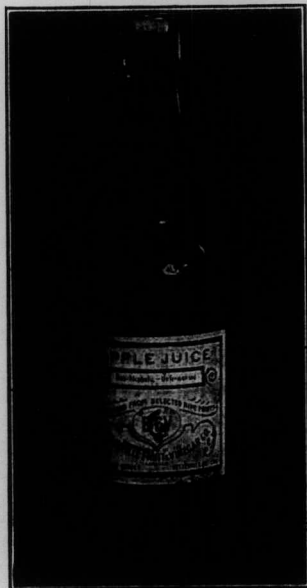
For this bumper year we thank you, and desire to extend our heartiest good wishes to all for the **very best of good things** at this joyous season.

THE ROBERT GREIG COMPANY Limited
TORONTO

GREIG'S White Swan BRAND

Grocers Are Requested

to look into the profit proposition that goes with our



PURE APPLE JUICE

(FOR DRINKING PURPOSES)

It is a good one. No beverage ever put on the market can equal Pure Apple Juice for genuine deliciousness combined with absolute purity. It consists solely of the juice of perfectly sound ripe apples. It is a great seller.

WRITE NOW FOR PRICES!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE . . . ONTARIO

It Is Never Too Late To Begin a Good Thing

If you are not yet handling "Pride of Canada" Maple Syrup and Maple Sugar you are missing a good thing.

These goods lead the market for quality and all round excellence and they bring the grocer good profit.



It pays to handle

"Pride of Canada"

**Maple Tree Producers
Association**
WATERLOO, . . . P.Q.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

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



"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.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

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

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

Thos. Symington & Co.
EDINBURGH

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

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE CANADIAN GROCER

A Happy New Year
to All

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

We wish our numerous customers a Happy and Prosperous New Year, and desire to express thanks for the liberal patronage accorded during the past year, and trust by continued excellence of manufacture and close attention to business to merit a continuance.

The **CANADIAN SALT CO., Limited**
WINDSOR, - ONTARIO

For Toilet and Bath

You will find our Soap unexcelled
in Purity, Quality, etc.

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Factory : 1653 Notre Dame St. E. **Montreal**

Government Records Show that
E.D.S. Brand
Jams and Jellies

Have No Equal in Purity !

Every time the Dominion Government Analyst has undertaken to inspect E.D.S. Brand he has been unable to discover any impurities in it. That's natural enough, because we take care that every bottle of E.D.S. Brand shall contain nothing that is in the least degree impure. Clean, ripe, natural fruit and pure sugar, handled cleanly, is the foundation of E. D. S. fame.



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.

WRITE US

if you do not yet know about

Bee Brand
Jelly Powder

You cannot afford to begin
the New Year without a
stock upon your shelves.

SNOWDON, FORBES & CO.,

Makers

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



JUST ARRIVED

First car of Seville Bitter Oranges to mature

WAGSTAFFE'S

PURE
ORANGE
MARMALADE

Ready for delivery about January 7th

SEE YOUR WHOLESALER.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

BRANSON'S

Concentrated Coffee

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

Good cup results assured.

Unvarying quality.

Large bottles.



Concentrated Coffee

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

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

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

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

Denia, 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.

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS

 THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

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

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO



THE MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
 Table Decorations and
 Xmas Stockings**

ever offered to the Canadian trade.

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

The Profit is Large

Write for illustrated catalogue to-day.

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

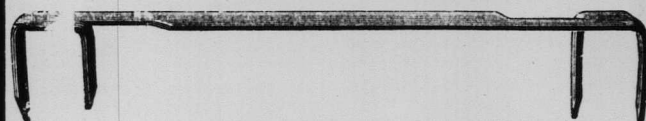
ARTHUR E. BOWRON
 Hamilton, - - Canada
 Canadian Agent

William Galbraith & Son
 Wholesale Grocers
 80-82 St. Peter St., - MONTREAL

**Teas
 Coffees
 Raisins
 Currants
 Prunes**

All at bottom prices and quality guaranteed.
 Write for quotations.

**WARMINTON'S
 PAIL HOOPS**



for

Candy, Lard, Cheese, Butter
 and Small Packages generally

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto. 207 St. James St., Montreal.

Smash the Freight Bills !

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

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

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL



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



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, \$1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

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

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

STOCK THE BEST.

"KIT"

COFFEE



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

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 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 St.

YOUR MAIN INTEREST

in the grocery business is to make money. Therefore it will pay you well to look into a proposition before passing it by. Consider this one. Are you handling the most satisfactory brand of canned goods? Does the brand you handle invariably please your customers? Why not try

**Burlington Brand
 Canned Fruits and Vegetables**

the brand which always pleases the customer? Burlington Brand is canned to please **your** customers. Perfectly sound, ripe fruit and vegetables, canned scientifically in a peerless factory, has made the name Burlington Brand synonymous with lasting profit.

The Burlington Canning Co., Limited Burlington, Ont.

Increasing Your Profits !

Competition has resulted in shaving profits pretty close on some lines of groceries. Consequently you can't afford to cut them very much closer. To get new business and keep old customers **QUALITY** is undoubtedly the best method. People nowadays want quality, and are willing to pay for it. Especially so in Canned Goods.

Old Homestead Brand

Canned Fruits and Vegetables

is the brand for the Quality demand. Old Homestead Brand is nothing but the perfect preservation in cans of ripe, delicious, perfectly sound fruits and vegetables. No foreign substance—no speck of adulteration or dirt—not one atom of anything injurious to human health ever gets into an Old Homestead can. That's why Old Homestead is Supreme—the brand of brands for the high-class, paying trade.

Is Old Homestead one of your lines ?

The Old Homestead Canning Co.

Picton, Ontario

"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.

28 Wellington Street E., TORONTO, Can.



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

Wishing you the Compliments of the Season

HEADQUARTERS FOR

JAPAN TEAS

SHAW T. NISHIMURA, Sole Agent.
Japan Consolidated Tea Co. Japan Tea Firing Co.

55 St. Francois Xavier Street, Montreal
Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Lots of Money in the Wet

It's an ill wind that blows nobody good, as the old proverb has it. And certainly sloppy weather has its good points, considered from the shoe polish point of view. Grocers will do well to keep supplied with

2 in 1
SHOE POLISH



this weather—the demand is great. One thing about 2 in 1 is, that besides being the best shoe polish ever made, it is a preserver of shoe leather life.

The F. F. Dalley Co.
Limited

HAMILTON, Canada

BUFFALO, U.S.A.

To All Our Friends

we have pleasure in wishing

**A Happy and Prosperous
New Year**

May you inform us a year from now that this wish has been fulfilled.

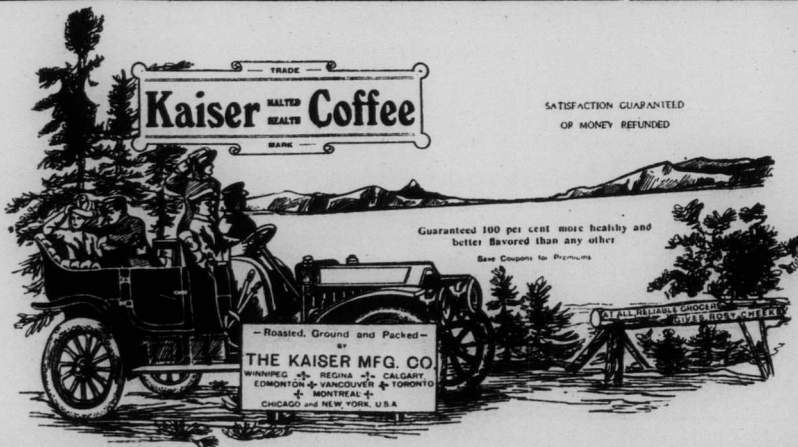
ACME CAN WORKS
MONTREAL

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.



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 MCGILL STREET, - MONTREAL
ESTABLISHED 1834

It is difficult for anyone
to make a match

better than our

"Laurier" and "Togo"

brands of

MATCHES

It is not possible to show better profits than can be made with these brands. Our saving of freight to you alone is a big item.

Write for Particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

A Happy and Prosperous New Year To All.

THE DAVIDSON & HAY, LIMITED
TORONTO

Removal Notice

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

5 Place Royale

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

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

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

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

Don't Experiment

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

Molassine Meal

No other food can prove that its use keeps Horses, Cattle, Pigs and Poultry in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL



Side by Side

These two polishes (Stove and Shoe) have no superior in their line. The profit to the dealer is a good one. Write for sample and particulars. Handsome counter stand free.

EDWARD HAWES & CO.

100 FRONT ST. EAST, - - TORONTO.

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 ¼ gross cases.

Bulk in 7-lb. Pails,

½ 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.

LEA'S

The Pickle with the
Home-Made
Flavor

PACKED BY

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

SIMCOE, - ONTARIO

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OUR SALESMEN,

Messrs. W. J. Wilson, W. M. Fielding, A. Brooks, O. Rosseau and C. D. Booth, join us in wishing their customers in Toronto, Montreal, Ontario and Quebec the Compliments of the Season and a Prosperous New Year.

S. H. EWING & SONS

96-104 King St., Montreal

Phones Bell Main 65 and 155

20½ Front St. E., Toronto

Phone Main 3171

Poultry for New Years

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in good 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 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 New Year 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

The Happy Homes of Canada

CANADIAN homes are happy homes this Christmas. As happy as any homes anywhere in the world. For Canada has her full share of the comforts which make people happy. And thrifty Canadians love Canada for her bounty.

Thousands of homes in every Province are happier since following the advice of **Cottam Bird Seed** which has been persistently advertised for years.

This advice is "Never keep house without a Canary." Love in a cottage may start all right, but you've got to get the blithe, happy Canary-spirit to keep it going. And there's no better cure for surliness, no better example of happy, good nature to set before children or their elders, than a spick and span Canary hopping merrily from perch to perch and warbling over his **Bird Bread** and **Cottam Seed**.

As a result of this advice being constantly advertised for years the grocers of Canada now sell ten pounds of bird seed for every one pound that was sold before **Cottam Bird Seed** took up their advertising campaign. And more advertising is being done and more Canaries are being kept every year. Our Free Advice Department is kept constantly busy helping the beginners and bird-keepers who write about their birds from all parts of the country. And soon we hope to realize our ambition to get a trained singing Canary into every home in Canada and give thousands of women profitable and pleasant employment in breeding them.

Our Senior says he'd rather feed the Canary birds of Canada and make those who keep them happy, than have a seat with Laurier in the Cabinet. Perhaps one of these days he'll do both. For the Government is taking into its "most serious consideration" the creation of a new Department to be known as "The Department of Singing Canaries and Happy Homes."

And Sir Wilfrid has promised this new portfolio to **Cottam Bird Seed**. Indeed, bird-keepers in all parts of Canada have shown in unmistakable manner their desire that only the name of **Cottam Bird Seed** be mentioned in connection with the "Ministry of Canaries and Happy Homes." And Sir Wilfrid with his usual penetration and sunny ways has gracefully yielded to their request.

So important an announcement ought to have been left for the Premier to deliver, but no patron of **Cottam Bird Seed** will disclose the information until Sir Wilfrid hands down the Bill in the House.

So, then, here's to the Happy Homes of Canada. Here's to the Canaries that help make homes happy. And may 1908 be a bumper year for us all.

COTTAM BIRD SEED

MANUFACTURERS GROCERS' SUNDRIES

LONDON, CANADA

Interested Grocers can get trained singing Canaries from us at wholesale prices. These birds are imported from Germany specially selected by us and have a sweet, mellow song with numerous variations in bell, water-bubble, flute, deep roll and other charming melodies. Their song is not at all like that of the Canaries commonly kept in Canada.

One or two such birds in nice brass cages make the choicest ornament and a desirable pet for home, store or office and a good profit can be made by selling them. Write for prices and will send you free a copy of our new 25c book, "Money in Canaries or Canaries vs. Chickens."

THE IDEAL NEW YEAR'S GIFT BUSY MAN'S MAGAZINE

That's right, because it's a present that lasts throughout the year, giving the recipient increased delight with every passing month. Busy Man's is not an ordinary magazine. It's a magazine which contains every month the **very cream** of the contents of the world's many magazines, an easy-to-get-at index of their other contents, besides specially-written articles on Canadian topics by the best Canadian writers.

Here is what Mr. C. Edgar Wood, Sales Manager of The Dominion Cartridge Company, Montreal, says about Busy Man's ; and his opinion is shared by hundreds of others :

"I cannot resist telling you how well I like the Busy Man's Magazine. It is the only publication that I keep a file of; in fact, I have to, because practically every article in the various issues has been blue-pencilled by me for future reference. I have never found, under one cover, so much that will interest a business man. You have certainly succeeded in obtaining all of the articles of value from the principal magazines of the world, and as a consequence, I have not only been enabled to save a great deal of time by reading your magazine, but also a great deal of money. For instance, I had subscribed for thirty-two different publications, and I now find that The Busy Man's Magazine covers the gist of the majority of them. It is with a great deal of pleasure that I note your addition of articles on Canadian subjects by Canadian writers."

Have you an **employee or Business Associate** to whom you wish to give a New Year's gift? The best, the most useful gift you can make him is to take advantage of our **special offer** and have us send him Busy Man's Magazine for one year, with a copy of the beautiful Christmas Number free. You can make this ideal gift to any number of people, and the more you give the less the cost of each individual gift.

One Subscription (including free Christmas Number)	costs	\$2.00
Two Subscriptions	"	1.50 each
Four and more Subscriptions	"	1.00 each

This means that for four dollars you can give four friends a present which they will receive and appreciate every month during the year.

This is the card which goes with each Christmas number, telling your friend of your gift.

With the Season's Compliments

Mr. _____

in extending to you the Season's Greetings, requests the MacLean Publishing Company to announce that Busy Man's Magazine will be sent to you for one year commencing with the January number, 1908.

The publishers wish to join in the hope that you will receive from every number the same enjoyment that prompted the gift.

To _____

Send in Your Orders Now

Just send in the list of names and addresses, plainly written, and the money according to the number of names, and we'll do the rest. Your friend will look you up and express his keen appreciation of your choice of a gift. Don't hesitate. Do it now!

SEND TO OUR NEAREST OFFICE

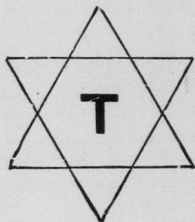
THE BUSY MAN'S MAGAZINE

TORONTO

MONTREAL

WINNIPEG

LONDON, ENG.



We wish all our customers
"A Happy and Prosperous New Year"

JAMES TURNER & CO., Limited
Hamilton, Ont.

Goldenette

PURE CANE SYRUP

Every tin sold makes a customer.

A high grade syrup for particular trade.

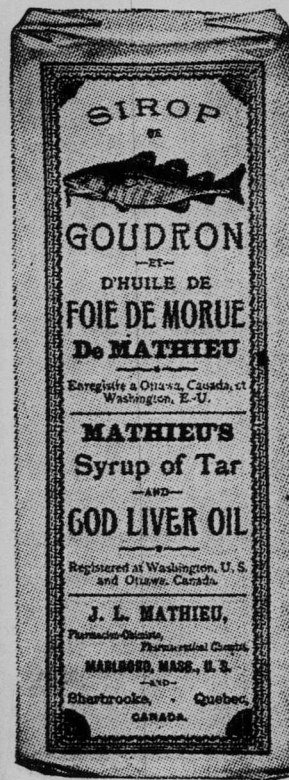
BIG PROFITS

Clear and Golden.

Sold by all up-to-date jobbers

Imperial Syrup Co.

MONTREAL.



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powders taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

Montreal Hoping for Inspector

Tea Importers Are Anxiously Awaiting Government Action in Matter of Testing—Specific Instances of Troublesome and Expensive Delays—Reply to Petition Sent by Wholesalers.

Tea importers and brokers in Montreal are optimistically looking forward to favorable Government action in the matter of appointing a tea inspector in Montreal.

With the New Year returned the officials at Ottawa will be better able to give their attention to this very important matter. Before them they have the petition of the trade, which was sent them a few months ago, and they have also the individual opinions of many leading tea dealers and merchants who privately wrote Hon. Mr. Paterson, Minister of Customs, at that gentleman's request. Besides this they have the whole matter summed up in The Canadian Grocer of November 8. In this issue the pros and cons of the matter were laid before the trade. Leading spirits in the tea importing and brokerage trade pointed out the necessity of an inspector in

The letters received herewith at the Montreal office of The Grocer in reply to enquiries regarding the appointment of a tea inspector for Montreal:

"Gentlemen,—

"I have the honor to acknowledge the receipt of your letter of the 18th instant, together with a copy of The Canadian Grocer, on the subject of a tea inspector for Montreal and have noted contents.

"The tea at present subject to inspection, as being prohibited from importation, is described in Schedule C. of the Customs Tariff, as follows:

"1205. Tea adulterated with spurious leaf or with exhausted leaves or containing so great an admixture of chemical or other deleterious substances as to make it unfit for use."

"I have the honor to be, gentlemen.

Your obedient servant,
(Sgd.) JOHN McDOUGALD.
Commissioner of Customs.
The Canadian Grocer,
Montreal, P.Q.

a port so important as Montreal. Every phase of the question was discussed by Grocer reporters with those who are best qualified to speak of conditions as they affect tea people in the metropolis. Leading points brought out were put before the Government. Copies of The Canadian Grocer were forwarded to Hon. Mr. Paterson and John McDougall, Commissioner of Customs. Both gentlemen acknowledged receipt of the paper and the letter sent by the editors

drawing their attention to the article. The replies of both gentlemen are reproduced on this page.

It was not generally thought that the authorities would take any steps at the time, in fact, nothing was expected in 1907, as the season of navigation was just about closed and the Government was busy with other matters of national importance. Parliament, too, was about to open.

Now, the session of Parliament is well advanced. The right parties are in a position to go into the matter thoroughly, not that it is very difficult to come to the conclusion that an inspector is required in Montreal.

Wholesale grocers, a class greatly affected, are now able to discuss the appointment of the desired official with representatives of the Government. Their holiday trade is over and they can devote some time to advocating necessary improvements in conditions in the grocery trade.

Charge of Demurrage Delay.

One of the points lightly touched upon by The Canadian Grocer was the fact that importers were charged demurrage for delay in relieving the railway companies of the tea consigned to them. This delay is caused by the samples sent to Ottawa being held there or delayed in transit, or something of this sort, possible because of the lack of an inspector in Montreal.

As there is at present no such thing as reciprocal demurrage between railways and consignees it is hardly fair to expect the latter to stand for a charge which is made possible by Governmental delay, delay which could be avoided if there was an inspector in Montreal.

In The Grocer of November 8th we manager for Shaw T. Nishimura, one of the Montreal tea importers that a railway had threatened to charge demurrage on a shipment of teas held up while samples were being sent to Ottawa for inspection. To-day we publish an instance where demurrage has been charged and paid.

The Grocer called on Takezi Kusanobu manager for Shan T. Nishimura, one of the largest native tea houses in Montreal. He gave the following facts:

On October 1 entry was passed on a shipment of teas worth between \$15,000 and \$16,000. The entry number was 14095A. From the moment of passing entry, one of his men was in constant attendance, to hurry matters as much as possible. On October 10 or 11 the goods were received, and demurrage, amounting to \$9 paid. Nor was this the only loss connected with the shipment. These teas were all sold in advance, and every effort was made to have them delivered as promptly as it was humanly possible, one man giving his whole time and attention to the matter, yet it was eighteen days from the date on which the goods reached Montreal until they were delivered. Dur-

ing this time, of course, Mr. Nishimura lost the interest on over \$15,000.

"This," said Mr. Kusanobu, "is the condition of affairs, in spite of the utmost attention and efforts on our part. If we simply let matters take their course there is no saying when our goods would be released."

Speaking further on the subject, Mr. Kusanobu said that three years ago he attended to the releasing of the goods himself. There was a large shipment of teas coming, all sold, and delivery promised for four weeks from the date of reaching the coast. The teas arrived in Montreal, and he attended every day, yet it was four weeks from the date of reaching Montreal when the goods were delivered to the customers. "Such in-

"Dear Sir,—

"I have received yours of the 18th instant, and have noted the article in The Canadian Grocer dealing with the tea trade of Montreal. You say that should I have any comments to make on the matter contained in the article in question, you would be pleased to hear from me.

"I thank you for your courtesy in offering me an opportunity to make such comments, and would say, that unless I have overlooked it, you do not print the reply sent to the petitioners from the Customs Department, and as you may not have seen it, I beg to send herewith a copy of it.

"Perhaps I might add just another word to say, that the permission that Mr. John Patterson, of John Duncan & Co., speaks of, viz: That the Customs Department allows his firm to have their goods conditionally, without waiting for the decision of the Ottawa Inspector, is not confined to that firm alone, but applies to all the tea importing firms in the city."

Yours very truly,

(Sgd.) WM. PATERSON.
The Canadian Grocer,
Montreal, P.Q.

stances," said Mr. Kusanobu, "need no comment."

Reason for Delays.

When asked how such delays occurred, he explained that it was caused, partly, at least, in this way:

"Car No. 1 comes in and is unloaded. Samples are then sent to the customs and these are forwarded to Ottawa. Meanwhile, Car No. 2 comes in, and has to be put on a siding, because the space in the freight shed has not been set

free. Then comes car No. 3 and blocks the way for bringing up car No. 2 when the goods brought in car No. 1 are finally released and removed. Thus days and even weeks are lost; every day of which means money to the importer."

No Inspectors—Wholesalers Losses.

Alex. Orsali, of Hudon & Orsali, when seen, complained that shipping conditions were far from what they ought to be.

"Montreal," said he, "is an enormous freight centre and anything whatever which causes goods to be tied up in freight sheds for any length of time simply creates such a congestion that it is impossible to tell when the goods will be finally delivered." Mr. Orsali pointed out two results of not having a tea inspector at Montreal, which have not been emphasized before.

Orders Cancelled.

In the first place, he explained, they frequently have retailers cancel their orders, because they are unable to wait for the goods, which are lying tied up in Montreal. "And these retailers," said Mr. Orsali, "are our best customers. A man who can sell the goods he has ordered and who intends to pay for them promptly, is the customer we want, and he is just the one who neither will, nor can, wait indefinitely for his orders to be filled. The result is that the goods are left on our hands until some other person wants them; meanwhile we are losing the interest on the money invested."

"There is another point to be noted," continued Mr. Orsali, "We are frequently making up a carload of various lines of goods for one customer. He wishes to have his order of teas included; and simply because we cannot get our teas, even though they are in Montreal, the shipment of that car is delayed indefinitely; which is far from being either businesslike or satisfactory. The situation is serious. There is only one solution. We must have a tea inspector at Montreal."

Standards Advocated.

Geo. Forbes, wholesale grocer and tea importer, was next seen. He expressed himself as being very much in favor of having a tea inspector at Montreal. "When the experiment was tried before," said he, "it gave good satisfaction. To me it is inexplicable why the largest centre in the Dominion should be without an inspector." When asked if they ever had retailers cancel their orders, he said: "It is a very common occurrence to have teas in Montreal, and have retailers cancel their orders, simply because we cannot get hold of the teas to fill those, often very pressing, orders. There is little use in going after the goods in person, as you scarcely ever see anyone but irresponsible clerks, who shrug their shoulders as proof of their total innocence of any knowledge whatever."

"But," concluded Mr. Forbes, "an inspector at Montreal would radically change the situation, and most of these delays would be avoided. It would be necessary, however, to have well defined standards, and an inspector who knew teas, and who was given a free hand in the matter. This, I think, is a necessity, and the sooner it is put into operation the better."

Lockerby Bros., wholesale grocers, expressed themselves to be in favor of having a tea inspector located at Montreal. On Wednesday, October 20, they were without any quantity of tea on the premises. Orders were in which they were obliged to refuse, and yet entry had been passed over a week before that date on a large shipment of tea, which at that moment was lying a few blocks from their own door, but which, nevertheless, was unavailable. One of the clerks humorously put in, "If the powers that be only tried to get through a single shipment of tea, a great deal of argument could be dispensed with."

Immediate Action Desirable.

Action taken by the Government in this matter should be taken early. If the matter is allowed to hang fire until well on into the spring, say March, the appointment of an inspector will likely cause some trouble to importers, who

it was considered that it would be quite as convenient and expeditious for such ports to have the testing done in Ottawa as in their respective cities. Samples come by express—the charges on which are paid by us—reaching here in a few hours, and the result will be telegraphed to the collector at our expense.

"Will you please confer with the petitioners, and ask them if they do not consider this arrangement to be as much in their interest if not more so, than that suggested by them?"

"I will be pleased to hear from you again on this point."

"Yours truly,

(Signed) "WM. PATERSON."

WILL WRITE LIFE INSURANCE.

Walter Gaden, of Red Rose Tea, Goes Into Financial Business.

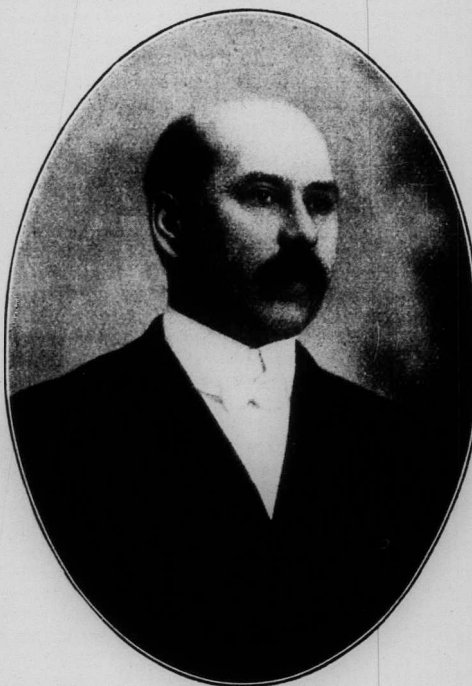
Walter C. Gaden, who has been for five years Montreal representative of T. H. Estabrooks, St. John, N.B., severs his connection with that firm with the beginning of the new year, to enter the employ of the Sun Life Assurance Company. While proclaiming the merits of Red Rose Tea to the trade of the city, "Walter," as he is familiarly known, made a host of friends, who will be sorry to miss his customary visits. Mr. Gaden has as good a connection with the retail grocery trade in Montreal as any traveler selling in the city and all his customers are his friends, for he has made a practice of giving every man the square deal. Besides, he can tell a good story with the best of them. He invented Victorine, the washing powder, and for a few years pushed it, eventually selling out to get "among the boys" again. At the grocery picnics and at all gatherings of the trade, Mr. Gaden has been a prominent figure, always helping along the fun at playtime. It is to be hoped that he will, on occasion, take a day off whenever the grocers get together for a day's pleasure. He has the heartiest good wishes of the trade in his new field and in these The Canadian Grocer joins.

TO REFORM CIVIC AFFAIRS.

Montreal Manufacturers' Association Take Steps Toward Improvement.

Efforts are being made by the Montreal branch of the Canadian Manufacturers' Association to start a campaign of reform in civic affairs in Montreal.

At the meeting of that body last week, over which the chairman of the Montreal branch, S. W. Ewing, presided, the various aldermen now in the council came in for a share of commendation or criticism as the case might be. In most instances the manufacturers were not favorable toward the present members of the body. Nothing definite was done toward the planning out of a course of action, except that co-operation on the part of the Board of Trade and the Chambre de Commerce will be sought. The Chambre de Commerce later promised their support, while it is thought that there will be no difficulty in obtaining the assistance of the Board of Trade's assistance in anything that may be undertaken.



WALTER C. GADEN.

make all arrangements before spring for the active season. Prompt action is required.

The following is the reply to the petition forwarded to the Department of Customs by the Montreal wholesalers:

"Gentlemen,—I have your letter of the 27th instant, enclosing petition of the tea importers of Montreal, in favor of having teas inspected at that port.

"In reply I would say to you that the testing of teas at some of the ports is, so far, only experimental. The Department thought that, in the case of ports distant from Ottawa, where considerable delay is necessitated through having the teas forwarded here for inspection, we might try whether the testing might not be done locally, subject to appeal to Ottawa. It was not because we were not aware of, and appreciate, the importance of the trade at Montreal and Toronto that officers at those ports were not named as inspectors, but because, being so near to Ottawa,

Grocery News from Coast to Coast

News of the Trade From Every Part of Canada—Business Generally is Quieter After Holiday Rush—Outlook is Bright for New Year's Business.

EDMONTON.

The closing weeks of the year find everything bright and prosperous in Edmonton, in spite of the gloomy reports that have gone abroad regarding the failure of the crops and the financial stringency. The boom period in Edmonton has come and gone and things have settled down to a steady growth. Real estate agents and property speculators are becoming fewer and those who remain are finding things slow in the city, but the merchants, the working people and the manufacturers are finding conditions improving and the town has started in a steady, resistless growth that it is expected will before long place it at the top of the list of prosperous, growing cities in Western Canada. It is expected that there will be a slight depression in the trade for a month or two after Christmas, but the depression will only be temporary. In the meantime grocers and other merchants are finding the Christmas trade fully equal to that of other years.

In response to the query: "How does your trade compare with this time a year ago?" merchants in almost every line state that business is better than during December last year in Edmonton. Some stated that it was harder to get trade, but that by judicious advertising the returns were found to be very satisfactory. Other business men gave it as their opinion that business was noticeably increased, and two merchants went so far as to say that their returns were almost double those of the closing months of 1906.

"We are doing easily fifty per cent. better than at this time last year," said a member of a firm of a Jasper Avenue grocery and bakery. "The general tenor of the retail trade in this town is good, and I think the bulk of the depression is mere talk. We would feel it as much as any one, I suppose, if there was any diminution of business. I have been here for years and am intimately acquainted with trade conditions in Edmonton, and I have no hesitation in saying that trade is very good here this year. If there is any slackness in real estate it seems all the better for the merchants.

"Our trade conditions are very much better this year and in all departments," declared the manager of a departmental store. "Our whole trade from the beginning of the year has been one continual march forward. Every month has brought us larger returns than the corresponding month last year, and next year is going to be even superior to this year. It has got to be and that is all there is to it. That is what we are here for, and with the continued growth of the city it is only natural that our trade should grow too."

"We don't find business slack at all,"

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

said the head of another departmental store. "The propitious weather this fall has had a most beneficial effect, and trade has continued good without a break. People are buying just as freely as last year. Probably the larger amounts are not spent as in former years. That is, there are not so many \$100 or \$200 orders or so many purchasers of \$500 sets of furs, but the smaller, steady trade, on which every merchant depends, continues unabated. There may not be the demand for higher grades of goods this year that there was formerly, but this phase of the business will soon right itself."

The croakers will have to revise their programme and substitute some other cry than that of little business doing and no cash circulating. This plaint gets a decided offset from the storekeepers, generally regarded to be a part of the community that spends a good deal of its time in airing its worries and grumbling at conditions. These men are constrained to admit that they are satisfied with their business conditions, especially in comparison with trade at the same time a year ago. "How can these bland shopwalkers keep their most debonair and gayest aspect with the talk of depression" was the question that suggested itself, but an interview with the manager of the store at once adjusted the perspective. With the trade done from 25 to 100 per cent. better than a year ago, it is small wonder that the optimist on the floor below could appear radiant. The statements quoted above are specimens of a whole round of enquiries made among the city merchants, and whether it was the man who provides cradles and other articles of furniture, the grocer and provision dealer, or the clothing store, none failed to answer that they were considerably busier than a year ago. People may be a bit more cautious about giving \$100 orders, but smaller goods they are buying in larger quantities than ever.

A. Klukas, flour and feed merchant on Jasper Avenue East, has returned from Vancouver, where he has been on a business trip for the past ten days.

The Alberta Poultry and Pet Stock Association held a meeting in the city last week to transact business and to make the necessary arrangements for the annual winter exhibition. A sample and tender of exhibition coop front was presented and approved of. It was decided to hold lectures in the city each month on the raising and marketing of poultry. A meeting will be held on January 6, 1908. The subjects to be dealt with are: "Straight breeding and feeding of poultry for winter egg production," and "Preparing poultry for exhibition," by A. W. Foley and J. Longmore. A poultry breeders' directory is being prepared by the association. It will be distributed free to poultry breeders of standard bred fowls.

A. E. Gallagher, one of the firm of the Toronto Commission and Produce Company, known as Gallagher Bros., who has been making an extended tour of the west, was in the city last week. He went east on the C.N.R.

A new company, known as the Scales System, has recently established a messenger service in the city. They have applied to the city council for permission to put wires on the telephone poles in order to place an electric bell in every hotel and business house in the city, so that a messenger boy may be called quickly when required.

This week sees the Christmas trade in full swing, and the merchants are keeping "open shop" until ten or later every evening, in order to serve the rush of Christmas buyers. The book stores and novelty stores have been doing this for some time now.

R. Bruce Inglis, a Jasper Avenue grocer, has made an assignment.

Ideal fall weather has prevailed this year and not till last week did the first snowfall come. The weather has not been very cold as yet and has not reached the zero mark. Old timers prophesy an open winter.

"What we want in Edmonton is a good, live retail grocers' association." This was the opinion expressed to The Canadian Grocer representative last week by one prominent grocer in the city and enquiry among other merchants along the same line proved that a movement to form such an association would be a popular one. One reason why the Edmonton grocers favor such an organization is that many of them have only recently started business in the city. Before coming here they have been in touch with the grocery business in other places and have seen such an association formed and successfully conducted. Then, too, they have read in The Canadian Grocer of the success of retail grocers' associations and are of the opinion that one could be formed here.

A few years ago an association was formed in this city. The majority of the grocers then in business joined the association and for a time it proved a success. By an arrangement among the association members groceries were sold all over the city at a uniform price, this placing all on the same footing. The association did not make the mistake of raising the price of groceries too high so as to be a burden to the consumers but they merely kept the price at a level that assured the retailer of a fair profit on every article sold. In addition to this they did much to curtail the credit system that was causing

THE CANADIAN GROCER

grocers a large loss in bad debts each year. A black list was formed to which was added the names of consumers who purchased goods on credit and did not pay for them. These people at last found it impossible to obtain groceries on credit and were of necessity forced to pay cash.

As the town grew, however, many small merchants opened stores on the side streets of the city who did not belong to the association. They refused to join and proceeded at once to cut prices, foolishly believing that they could stand a smaller or no profit for a time in order to build up a trade. The action of these small stores would not have affected the association but just at this time a large departmental store recently established in Edmonton started to cut prices in order to build up a business. Among other merchants the grocers at once felt this. It is asserted that one firm in particular lost thousands of dollars in selling goods at cost price or less. They had strong financial support, however, and in the end won out. They attracted a large number of customers from the association stores until at last the association members could hold out no longer. They were forced to cut prices in order to compete with outsiders and the Retail Grocers' Association in Edmonton fell through.

"There is really only one way to revive this association and place it on a practical basis," said one grocer. "and that is to get every grocer in town to join. This would be almost impossible. Many of the so-called grocers in Edmonton to-day are farmers and others who, in many cases have made a failure of the work they were at. They have come here with a little money and laid in a supply of groceries and opened a store. They have not had sufficient experience in the business to realize that they are standing in their own light when they refuse to join an association formed for their benefit. The old motto: 'In union is strength,' is not yet theirs and probably never will be. Instead they prefer to play the lone hand and thus not only hurt themselves but effectually hinder others from forming an association."

There is a growing feeling among the more prominent grocers, however, that a retail grocers' association would pay and should be established and it is probable that steps will be taken in this direction before long. When the movement does start let every grocer help it along in every way possible thus working for their own welfare and for the good of the trade.

F. S. Miller, wholesale grocery broker of Winnipeg, was in the city this week on a business trip.

D. R. Whitehead, traveler for the Webb Confectionery Company, is in Edmonton in the interests of his firm.

The proposal of the Edmonton Produce Company to establish a cold storage plant in Edmonton has fallen

through for the present, owing to the death of the manager, Mr. Williamson. Negotiations were in progress with the city and the company were about to receive concessions in the form of cheap water, light and power. Mr. Williamson, the head of the firm, was taken ill, however, and his death has caused the matter to be dropped. The business of the company is still being carried on by the other members of the firm, but it is not thought advisable at the present to make the outlay required to start a cold storage plant. This will mean that no help can be looked for at present from the establishment of a cold storage plant here, and butter, fruits, and indeed all lines of provisions of a perishable nature will still be sold at the prevailing high price.

The grocery business that has been carried on for some time by Messrs. Matheson and Jacobson on Jasper Avenue East, has been taken over recently by C. C. Thompson. Mr. Thompson is well known among grocery men in this city as a thoroughly competent man in the grocery line. He was employed by A. McDonald Company, wholesale grocers, for a year and a half, and was with the Hudson's Bay Company for three years, in the same line of business. He has a full line of groceries, fruits, confectionery, etc., and with an up-to-date store and modern methods, Mr. Thompson should do well in the grocery business in this city.

Robert H. Best.

GUELPH.

The Christmas season, the gladdest time of all the year in the grocery business, is on with a rush. Good sleighing has brought the farmers from the surrounding country that have not done business in Guelph for years. Long before daylight the roads leading here were black with all kinds of sleighs and cutters coming to the Guelph market. As the grocers appear on the scene to open up their stores, in a great many cases they were astonished to find farmers from miles away waiting with loads of fowl and produce to do business. The market was the largest in years, and prices took a drop accordingly; geese from 7c to 10c a pound, turkeys 11c to 15c, and chickens and ducks at your own price made business in the Royal City hum as it has not done for a long time. The Christmas spirit seemed to be in the crowds, and while some few took home their fowl to return again Tuesday in hopes of better prices, the majority by far sold and took the drop in prices good naturedly and bought and went home happy and contented. One farmer put it this way, however. He said he did not think it fair for people who were not regular attenders at our market to be allowed to come in from such long distances and spoil the market for regular attenders. But he was only one, and, like lots of others, did not know how many poor people were able to buy a fowl for Christmas that would not have been able if the long price of 18c and 20c for turkeys last year had continued. The stores were crowded all day and away into the night. It was near midnight when some stores got closed, and it was a real treat to see the happy faces and the good natured jostling of one another in the crowd. They bought freely, and cer-

tainly not cheap stuff either, as on looking over the stocks most merchants found it was the better class of goods that had been the best sellers.

The stores are all very tastefully and artistically dressed up for Christmas and each grocer has done his share. This year for some reason the windows are not up to the usual standard for Guelph. We have a lot of good windows and lots of good window dressers, but they have not come up to the mark in a great many instances this year. W. T. Doughty in his feed and seed store has an original idea in a frame barn with china horses, cows, pigs, and a general barnyard appearance, with even little chickens feeding. It is quite a good drawing card and reflects credit on the designer. Another fancy dressed window in one of our grocery stores, dressed by two ladies, who do not want their names mentioned, was quite an attraction. But for an out and out good grocery window I have not seen one this year yet, and I have been looking around for them.

Little & Costigan have a nice new delivery sleigh on the road.

Most of the grocers have sent fancy calendars for their customers, and some wonder if it pays. "It certainly doesn't pay, but they all do it," said one grocer. But if the grocers all got together and all did not do it for next year, do you think the people would all quit eating? Not much, Mr. Grocer. The valuable time spent at this time of the year in rolling up and trying to please everybody about their calendar and in trying to explain to Mrs. So and So how her poor neighbor got one just like hers, would be much better spent in dressing a good old-fashioned grocery window like we used to have before the calendar business was thought of in the grocery business. You and everybody else who gives calendars know that each year you disappoint some and probably lose a few customers that you have no idea of because you did not give them one for mother who lives in Toronto and another for somebody else out west, etc. Give them good honest groceries at a good honest price and never mind this something for nothing business and you will find it pays. But you must get together and stop the calendar business; give them after the Christmas rush is over and not throw away good time after bad money spent in calendars. This is one grocer's opinion.

GEORGETOWN, P.E.I.

Business has been exceptionally good in Prince Edward Island during the year now drawing to a close, thanks to the abundant yields from the sea and soil and the splendid prices paid for marketable products.

Collections on the whole have been good, and the general prosperity of the province is much in advance of previous years.

The fisheries have been good, the lobster pack alone amounting to nearly three-fifths of a million dollars. Oysters, while not anything like as plentiful as last year, brought an exceptionally good price, the inferior grades selling for as much as \$8 per barrel on the shore.

(Continued on page 36)

THE CANADIAN GROCER

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JOHN BAYNE MACLEAN - - - *President*

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FOR A GOOD NEW YEAR.

In a few days more our readers will be looking a new year in the face. What is it going to hold for you? Is it going to be a better year in business and family life than the ones that are gone or is it going to follow along in the same old rut, with the same mistakes and same unpleasantness on troublesome occasions? The beginning of the year is as good a time as any to make beginnings along other lines and in spite of the hackneyed stories about the failure of good resolutions, one cannot but believe that a great many that are never heard of are kept and kept with great advantage. There is no reason why good resolutions, if made in a serious and calculating mood, should not be carried out. It needs only eternal vigilance and a good supply of determination to do so. A promise to ourself should be kept even more carefully than a promise to another.

Let's make 1908 the best year of our life's history up to date. We can have a better year not only in business, but also as regards personal happiness if we will only do or refrain from little things that we know are easily possible.

And with this The Grocer wishes all its readers the best year they have yet experienced, as regards both business and personal welfare.

THE BUSINESS OUTLOOK.

The manager of a large jobbing business in Winnipeg who called at the Toronto office of the MacLean Publishing Company on Monday strongly commended the position taken by this paper in its articles on the financial situation during recent months. He particularly commended the series of articles on "The Situation in the West," as being a most accurate size up of existing conditions in the West, he having been traveling in the three Western Provinces himself during the greater portion of 1907, and, therefore, in a position to pass judgment upon the articles.

Strong condemnation was given the daily papers for their inaccurate statement by the visitor, he holding the view that much of the existing unrest is due solely to the scare headings and reports written by space writers in the daily press. While admitting that our articles have not been overflowing with optimism he held the view that what the trade wanted were the true facts and to the best of his judgment our articles had hit the nail squarely on the head.

"Merchants in the West are confronted with a situation largely of their own making," said the visitor. "Jobbers have been over-generous in their credits and retailers are following the example of the wholesalers. Both have been forced to draw in and a general movement towards the adoption of the cash system is a result. Smaller merchants as a rule are in a better position than the large firms, not having so much money tied up in unproductive real estate or so much money on their books. Everything depends on next season's crop. If we have an early spring retailers generally will take heart and a revival in trade will at once follow.

Some criticism has been heard from readers that our special Western correspondent has not painted a more optimistic picture. The trade generally, however, wants the true facts and this is what we have endeavored to publish. As early as June last we urged our readers to go cautiously, and this being merely a common-sense view of the situation, we lay no claim to financial foresight.

That our financial articles have been a tremendous factor in making the position of the retailers strong to-day is evident from the movement towards the cash system and the good collections made by the trade last fall. In response to our suggestions retailers everywhere lost no opportunity in pressing collections most aggressively when the fall

crops were harvested. That they succeeded is clear from the jobbers' reports that collections have been better from country retailers than from city merchants or manufacturers.

Some retailers, however, have taken an extreme view and have been scared by daily newspaper reports of bank runs in New York into hoarding their money. A case reported last week is that of a wholesaler who tried to collect a \$600 account from a general merchant in a country village. Growing impatient at his failure to secure satisfaction he took train to the nearest station and drove out to see the merchant, finally securing his \$600 out of a roll of bills amounting to over \$3,000 that he had been afraid to bank.

Present conditions do not demand the hoarding of money and anything of this nature tends to aggravate the situation. Indications point to money being more plentiful after the first of the year and many factories now closed down or on short time will re-open as soon as money loosens up. Hoarding of money, therefore, only delays activity and prevents manufacturers from employing men, thus decreasing the home consumption of the factory products.

The best policy for merchants to pursue is to continue pressing for the collection of outstanding accounts, to adopt the cash system in its entirety if possible, and to take advantage of every discount offered by jobbers so that the cycle of business activity can be made complete. Do this and talk optimistically and the future will brighten materially, with resultant benefits to all branches of industry.

COMPETITIONS CLOSING.

A very great deal of interest has been manifest in the competitions which The Grocer has been conducting for the benefit of its readers. Now that the Christmas rush is over grocers generally will have a chance to attend to this matter. We wish to remind all interesting competitors, however, that our advertising and window-dressing competitions close on December 31st. There is still ample time to get into these contests. Get hold of your local paper at once and send in that Christmas advertisement you've been intending to. And if you haven't removed that fine Christmas grocery window you had last week get your local photographer, or even an amateur to snap it, and send in a print to us. As you will remember, we are offering \$25 in prizes for these events, on a basis that will permit of equal chances to all our readers.

\$400 FROM A GROCERY WINDOW

**Toronto Retailer Gets Very Satisfactory Results From Mechanical Windows—
How a Disadvantage in Store Location is Overcome.**

Grocers generally seem to stick to staple goods sold in the store for window display, and as a general rule they are right, but a novelty introduced occasionally may be very effectual, as the following instance shows:

The store of McLeod & Son, corner Sussex and Spadina, is set well back from the street behind the line of other stores. As far as the value of the window in concerned this fact in this case is a serious drawback, for ordinarily the public pass and never look toward the window. To counteract this, about this time of the year, when other grocers are showing oranges, raisins and confectionery, McLeod & Son always plan to exhibit something novel, usually in the shape of a mechanical window.

This year they hit one depicting a section of sea and shore, with lighthouse at one end and a life-savers' house at the other. In the foreground on a foamy sea of cotton wool, with copper sulphate to imitate the green of the water, pitches a wrecked schooner, and half way between her and shore a life-boat filled with rescuers is making a hazardous way.

When the window is lighted up and set running, it presents quite a novel sight. A shaft running the length of the window and operated by a midget water motor, is provided with cams, which provide for the tossing in a very vivid way of the schooner and the life-boat. The shaft is connected to another in the lighthouse and this actuates blue and green revolving lights, which show at regular intervals. A beach of real sand runs along windingly, as beaches usually do, from the lighthouse to the rescuers' station house, and at one point a small wharf has been erected.

A home-made searchlight, consisting of a small kerosene lamp placed in a tin-lined box, placed behind the window, adds to its vividness.

And the window has proved very attractive. "Why," said Mr. McLeod, to The Grocer reporter, "people come in and look at that who never knew the store was here before. It's a great attraction for the children, too," he said, "and you may be sure that the fathers and mothers will come to the store which attracts their children."

Asked as to whether the people came in the store, Mr. McLeod said, "Well, I guess they do. We were so filled up last night that we could scarcely move around. "Why," he continued, enthusiastically, "last year we had an old mill of something of the same style of window, no groceries, simply something running to catch the eye. We can trace at least \$400 in business directly to the attractive power of that window. We expect to get even better results this year."

Such a window is not particularly easy to put in and seems to need a hand with a good deal of mechanical genius to make it turn out really well. The details must be carefully looked after, and to show to what an extent Mr. McLeod watched these when arranging this window it is only necessary to say that over 300 pounds of sand alone were

used in making a natural-looking ocean beach.

DISPLAY OF FRUIT CAKE MATERIAL.

At this season of the year a display of groceries for the making of cakes and puddings is sure to be attractive. A window may be tastily dressed with such materials as follows:

In front of window have six small saucers or plates. On each saucer make a small pyramid of cloves, cinnamon, allspice, ginger, cream of tartar and baking soda. In the centre make a large pyramid of currants. At each side of the currants a small pyramid of seeded and seedless raisins, also one box of figs and one box of dates. After floor of window is dressed take a coil of half-inch rope, which can be found in almost any store, and make a lattice work in each corner, leaving a diamond-shaped centre open.

Then have a card printed to hang in open space, something similar to the following:

FRUIT CAKE MATERIALS.

We Have Everything You Need in
Finest Qualities.

The card is suspended in the centre of open space by four very thin threads, one at each corner.

WHOLESALE GUILD MEETS.

Montreal Grocers Elect Officers and Discuss Business.

The annual meeting of the Montreal Wholesale Grocers' Guild took place in the Board of Trade on Thursday of last week. Retiring president, Alex. Orsali, was in the chair. The report of the proceedings of the guild during the year as submitted by Mr. Orsali, was unanimously adopted.

Reviewing the work of the guild during the past year the president called attention to the proposed uniform bill of lading which had come up for discussion at several meetings, and which resulted in the calling of a special meeting on April 8. A draft of the bill had been submitted by the Railway Commissioners to the Board of Trade, which body in turn sent it to the guild asking for the opinion of the members on it, and inviting suggestions. The guild had considered the bill in its various aspects and had proposed certain changes and made suggestions. The draft of the bill was returned to the Commissioners eventually, with the comment of the guild and other trade bodies. Unfortunately, owing to pressure of work, the Commissioners had not yet been able to take the matter up again, but hoped to get through with it in the coming year.

The serious delays in the delivery of goods was a question which had engaged

the attention of the guild at more than one meeting. The railway companies had written to the Board of Trade stating that in many instances the trade were to blame for delays, because they had not the proper facilities for handling goods, or were tardy in taking delivery. This the guild strongly repudiated. They also suggested that some action should be taken whereby merchants might obtain compensation from the railway companies when they suffer loss through their negligence.

A matter which is before the Council of the Board of Trade is the establishment of a Transportation Bureau with a railway freight expert at its head, the idea being to protect the interests of Montreal as a distributing centre. The establishment of such a bureau would entail the financial support of members of the Board of Trade. It is thought that the idea is a good one, and in his report the president hoped the



JOS. ETHIER,

President Montreal Wholesale Grocers' Guild.

guild would give its support to the project. A subscription of \$25 a year from each subscriber, if sufficient number could be obtained, would maintain the bureau, which it is felt, would be of great benefit to the trade in Montreal generally.

Chevalier, Pouliot & Co., Joliette, were admitted to the guild.

Officers elected for the coming year were: President, Jos. Ethier, of Laporte, Martin & Co.; vice-president, A. L. Lockerby, of Lockerby Bros.; treasurer, N. Gendreau, of Lacaille, Gendreau & Co. Directors, A. J. Corner, of Birks, Corner & Co.; Jos. Lalonde of Lalonde & Desroches; Arthur Robitaille, of A. Robitaille & Co.

Alex. Orsali, who, during the past year has been the representative of the guild on the Council of the Board of trade, was unanimously chosen the guild's nominee for re-election.

CORRESPONDENCE

(Continued from page 23)

Our dairy products, which turn over one-third of a million dollars into the pockets of our farmers, were not equal to the demand. Eggs, too, have been higher throughout the year than ever before, while the crops have been enormous, twelve million dollars being a safe estimate of their value. All of which goes to show that the Garden of Canada will close its accounts for the year with a very satisfactory balance on the right side.

* * *

The Department of Agriculture estimated the yield of oats this year at 8,000,000 bushels. A large quantity of this sold at 50c to 52c per bushel; but the price has gradually declined, 40c being the ruling figure throughout the province to-day.

* * *

A large percentage of our farmers were holding their potatoes for 30c, but the price held firm at 25c. The principal markets, Halifax, Sydney and Glace Bay may be termed glutted.

* * *

Canned goods are slow on the island this fall and no doubt will continue so throughout the season. As a matter of fact, grocers are selling them at a loss.

* * *

There is just enough snow for good sleighing, and the country people are coming in for their Christmas supplies and buying generously.

* * *

Although the winter steamers are in commission, the summer boats still continue on route carrying huge quantities of poultry, meats and oats.

* * *

Large quantities of smelts and eels are being shipped to the Boston and New York markets. The ruling price is five cents per pound. The returns from New York are generally conceded to be the best. Quite a few are shipped by express, but the exorbitant rates charged by the company make a big hole in the profits. In this connection we would suggest that the Montreal and Toronto commission people get more actively in touch with the exporters on the island. Enormous quantities are being shipped, and as the stock is first-class in every respect, we feel sure the benefit would be mutual.

* * *

Green fruits are very active. The demand for Almeria grapes is particularly strong. Oranges are plentiful, but the demand is only fair. Other fruits are moving well.

—

GALT.

The once prevalent custom of grocers presenting their patrons with a gift at Christmas-tide appears to have passed into oblivion. When a grocer was to-day asked as to the cause of the passing of the custom he spoke as follows: "Way back, probably 100 years ago, a dealer, wishing to show his appreciation of the patronage of a certain customer, presented him with a gift at Christmas. The

recipient, proud of his good fortune, spread the news of his gift and those not remembered became offended, and transferred their patronage. Next Christmas the merchant found it advisable to present all his customers with a gift. He probably realized his folly, but it was too late to draw back. And so the custom spread from one business to another, but the grocers were always hit the hardest, as all good things come to an end, so did this custom. While it is still observed in a very small measure, the sometimes costly gift has been generally replaced by a fancy calendar or a neat little Christmas card. And," he concluded, "the relief to the merchants was great."

* * *

I am pleased to see that other correspondents are discussing the advisability of providing waiting accommodation for customers. The plan of placing seats along the counter appears to be inadvisable. The suggestion of the Montreal correspondent that tables and chairs might be provided, the former to contain samples of new lines of goods, appears to be very feasible and might be tried with satisfaction. At any rate, some scheme should be devised whereby those awaiting attention, especially ladies, should have proper accommodation.

* * *

A very pretty Christmas window is that of Bloon Bros., on South Water St. Strings of Christmas bells have been placed about 10 feet above the window proper. The window space has been used to display a very limited number of boxes of Christmas crackers, the bright colors of which continue to make an effective and attractive display.

* * *

Galt grocers are coming to the front. At the annual meeting of the Galt Board of Trade, Mr. John Sloon, was elected to the position of vice-president. That he is a man capable of filling the position with credit is evidenced by the success of the large and up-to-date grocery business of Sloon Bros.

PEMBROKE.

With the near approach of the election season, both political and municipal, the adherents to both parties and the candidates for municipal honors are beginning to make a stir. Among the latter Isidore Martin, the present mayor, and a prominent grocer, has expressed his intentions of again standing for mayoralty honors.

* * *

The discontinuance of the ferry between this town and Alumette Island, owing to the blocking of the river with a thin coating of ice, has caused a considerable difference in the trade of the town, as the islanders are unable to cross, the ice not being thick enough to allow their sleighing or walking over, and too thick for boat use.

Tradesmen are all wishing for colder weather to quickly set in, as very few have yet bought their supply of Christmas turkeys, the danger of their being spoiled being too great.

LONDON.

In wholesale lines business is quiet, as is usual at this season. Travelers are in until after New Year's, and, in most cases, are busy helping in the warehouses, getting samples ready, etc. The season has been a good one, and payments are fair.

* * *

Last week was the busy time with the retailers, business picking up so well as to make the month as a whole, compare well with last December.

* * *

Charles McCormick, the Wellington St. grocer, whose failure was announced recently, has, it is said, secured the appointment of store-keeper at the asylum for the insane here.

* * *

The Western Ontario Commercial Travelers' Association, at the annual meeting on Saturday, decided to join the Travelers' Club in urging the Ontario Government to amend the local option clause of the License Act so as to provide suitable places for lodging, eating and sample rooms for the traveling public. A resolution in accordance with this decision was adopted and a committee was appointed to amplify it as to the requirements and also to arrange to present the resolution to the Government.

The reports, as presented at a meeting previously held were adopted after complimentary addresses by Past Presidents Dillon, Grant, Underwood and Lind. In the speeches special favorable reference was made to the abolition of the license tax on commercial travelers by the Provinces of Quebec and British Columbia; also to the many favorable features of the financial statement, which showed an addition to the permanent reserve fund of nearly \$18,000. This fund now stands at \$15,380.

President Nicholls then, on behalf of the association, read a complimentary address to Past President Lind, one of the founders of the organization and presented him with a handsome gold-headed cane and a meerschaum pipe. The recipient replied in feeling terms and the president-elect was then installed by the retiring president. E. J. Dawson and H. E. Sreaton were appointed auditors; Col. J. W. Little was reappointed trustee, and Alf. Robinson, secretary.

* * *

A pleasant evening was spent at the Travelers' Club on Saturday, when the retiring president, Chas. McGuire entertained his fellow members. A sumptuous dinner was served and the evening was passed in toast, sentiment and song.

* * *

The number of cigarettes consumed in this city annually is increasing at a 20 per cent rate, two and a half million having gone up in smoke here last year.

THE CANADIAN GROCER

VANCOUVER.

There is some danger that press reports being sent out from Vancouver over the very live question of taking care of the unemployed in the city, may have the effect of creating a false impression as to trade conditions here. It is well to point out that the unemployed are very emphatically not Vancouver's unemployed. They are the unemployed of the Provinces of Alberta, Saskatchewan and Manitoba very largely. There is a percentage of the large army of unemployed which is admittedly from Seattle, a city which has had much more serious labor difficulties than Vancouver with no advertising of the fact at all. Indeed, with "fiat" money, as the clearing house certificates may be legitimately termed, Seattle in common with all the other Western cities of the United States, has experienced a very stringent time financially. Labor has been the first to feel this, and one place that is easy to reach is Vancouver.

Certainly Vancouver's "unemployed" problem arose primarily from the adverse publicity given the city by the so-called riots of three months ago, the demonstration against Oriental immigration. From one end of the continent to the other it was trumpeted that Vancouver wanted white labor, that Orientals were being brought in by thousands because white labor was scarce and hard to get. Add to this the fact that there is an agreement in existence between the Provincial Government and the Salvation Army to bring immigrants to British Columbia from England. Again, let it be recalled that there is always a large percentage of the population of the three prairie provinces out of work in the winter time, owing to climatic conditions, and that this year times are none too lively on the prairie and there is enough said to satisfy every reasonable person that the labor question is not chargeable to local conditions in Vancouver. Vancouver is the best advertised city in Canada to-day. It is the Mecca of the ambitious, the dissatisfied, and often, it is feared, of the unsuccessful. When the railway companies very kindly made a \$25 rate from Winnipeg to Vancouver, it was no trouble to fill the trains. It was cheaper to come than to stay and there was no special inducement for the foot-loose artisan or laborer to stay over the winter on the prairie. Consequently there are two or three thousand unemployed men in Vancouver to-day, who are not of Vancouver's settled population.

Careful canvass among leading business men in the city leads to the conclusion that trade is as good this winter as it was last and that is saying a good deal. Wholesale grocers cannot complain when they admit that their trade for each month this fall is greater than for the same months last fall, and the total volume of business for the year has in each case far out-reached the total of last year.

The fruit exhibit of the Northwest

Fruit Growers' Association at the City Hall attracted much attention. The sessions of the convention were public and as exhibits of apples from all parts of the province as well as from Washington and Oregon were displayed a splendid opportunity was afforded to show just what the coast and mountain districts can produce. The handsome commercial displays from several well-known districts of British Columbia were afterwards sold to the dealers so that the public will have some fine Xmas apples in Vancouver.

To form a union which shall control the sale of all fruit in British Columbia was the topic of most interest to British Columbia members of the convention. A paper read by Mr. Shepherd, manager of the Hood River Fruit Growers' Union, described its workings and what a revolution it had accomplished in that part of Washington State. If British Columbia growers adopted somewhat similar lines and formed a central association which would control all sales, it was felt that similar improvements in prices to the growers and in conditions attached to the industry would result.

The arrival of the Blue Funnel steamer Oanfa relieved the shortage of currants in the wholesale market. Several carloads were included in her cargo. A consignment of 1,200 bags of salt was another item in the manifest. Large shipments of staple articles from Britain were also received by local merchants, the vessel bringing in all over 4,000 tons for British Columbia ports.

In fruits the feature of the market is the supply of Jap oranges which are now abundant. The wholesale price has dropped until the quotation is from 50c to 60c. There are annually large quantities shipped east for Christmas, the territory covered being as far east as Winnipeg. The Dominion Express Co. makes a special rate for this fruit, so that the wholesale dealers are enabled to ship many hundreds of boxes. The California oranges are not readily salable until the Japs go off the market, which is usually some time in January. At that time the California oranges are much better matured any way, so small loss is experienced. They are now quoted at \$4 with trade nominal. Navels are the only variety. The California grapes are cleaned up on this market, having had a longer season than ever before. Malagas are the only variety now. They quote at \$7.50 per bbl. Cape Cod cranberries are quoted at \$12.50 to \$13.50 per bbl.

Local apples are still in good supply, and there is a larger quantity of the better grades than usual. These bring \$1.50 to \$1.75. Cooking grades bring 90c to \$1.25. Few Okanagan apples are coming to this market, the competition of the large stock of cheaper grades keeping them out. The same is true of apples from Washington, nothing but

a few boxes of fancy table apples being imported.

In vegetables sweet potatoes are quoted at 3½c per lb. In the Irish, Ashcrofts are \$26, and limited. Local stock is still \$18 per ton. Supply is fairly good. Hot-house lettuce is plentiful at \$1.25 a crate. There are at the present time no ripe tomatoes on the market, being one of the few occasions when this happens throughout the twelve months. The Victoria and Burnaby hot-houses will soon be marketing a few.

SHERBROOKE.

Sherbrooke grocers have been busy with their holiday trade. A member of the Montreal staff of The Grocer happened to be in Sherbrooke the other day and took advantage of the occasion to drop in upon some of the hustling retailers of that city. They certainly are a busy lot of men, but never have so much to do that they cannot give one the glad hand and pass the time of day.

Speaking of holiday arrangements, the grocers in the townships will take second place to no others. Some of the showings made are really artistic, the kind that sell groceries. Many fancy lines are noticeable, and a larger stock of fancy groceries than usual is seen.

In many instances a long counter is utilized for display at this season. Often it is just put up temporarily, but it serves the purpose.

May & Houlahan, whose store is among the brightest in Sherbrooke, are showing their customers a great selection of Christmas and holiday goods. Their displays are very nicely arranged, and embrace the whole range of Christmas and New Year staples and specialties. They have just completed some improvements, which add materially to the appearance and needs of the store. Back of the counter glass-fronted bins have been installed. They are nicely finished and give the store an even brighter look and an air of modernness such as it did not before possess.

Bray Bros.' store has assumed quite a holiday appearance and if hustling, hard work counts good results will be accomplished here.

Dean, Rowe & Lacey, the young firm which succeeded Johnston, is doing a very nice business. They are progressive in their ideas and are proud of the arrangement of their store. They have installed many of the latest devices.

Louis Olivier does a grocery and liquor business, and to do it in a way to please all his customers he has his store divided, one section being devoted to foodstuffs and the other to liquors. There is no partition, but there is a central display of canned and bottled goods which most effectually accomplishes the desired result. The liquors adorn the shelves on one side only. Being on a corner, Mr. Olivier has window space on two streets. He uses one window for liquor displays.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Beans—Declined.
Sugar—Steady.
Teas—Advancing.

Montreal, Dec. 26, 1907.

Wire orders and late requests by mail from the retail trade kept jobbers pretty busy Monday and Tuesday of this week and a considerable volume of business was done. Express shipments are quite numerous, while the city trade was no small item. On the whole, jobbers report a very satisfactory Christmas trade.

New Year business, what there is left of it, will keep the wholesalers from being idle between now and Tuesday evening, and many of them will begin stock-taking after finishing up. Some have already taken stock, as a matter of fact.

Better business is expected by most after the turn of the year. The monetary situation appears to be improving, though many still complain of the tightness of the banks. The more optimistic hope that the financial institutions will open up when they see that there is no need to be so conservative as they have been. Jobbers are not buying in many instances, except for immediate wants, and they are not encouraging the retail trade to load up, so that after the holiday reaction is over there is likely to be a spurt in trade, which will, if not too sudden, result in a boom in prices, but which will, in any case, have a beneficial effect.

Beans have suffered a serious decline and are now quoted in the neighborhood of \$1.75 and \$1.80. There is talk of reduced values in dried fruits after the holidays, and doubtless some lines will be lower, but it does not seem as though the downward trend in prices would be general. In fact, California packers are already talking of advancing their prices on seeded raisins, owing to their scarcity. Teas continue very strong with an advancing tendency. The Indian market has closed for the holidays and will not re-open until January 10. Sugar is steady to firm, with buying rather larger than is usual at this season.

SUGAR—Judging from the buying which is being done an advance is expected in some quarters, though others do not anticipate a rise until after the first of the year at least. Prices have been steady for a long time, and it is just possible that an advance will take place shortly.

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 30
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" " 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Unseasonable weather has interfered somewhat with the sale of syrups. Molasses is moving out in small lots.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31	0 33
" in half-barrels	0 34	
" fancy	0 33	0 33
" extra fancy	0 35	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	0 03
" 1/2-bbls	0 13	
" 3/4-bbls	1 75	
" 25 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 60	

TEA—Demand has fallen off and trade is not expected to pick up again until the holidays are over. Ceylon teas are very firm and advancing. Advices from India state that the markets there are closed until January 10, in observation of the holidays, so that no sales which might influence the market, will take place until the re-opening. It is likely that higher prices will rule toward the middle of January. Other lines remain unchanged.

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 38
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—Pingauy gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Fair business is being done in coffees at prices which show no change.

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

DRIED FRUITS—Higher prices for California seeded raisins are talked of as being possible and probable after the turn of the year. Reports from the coast say that the supply on hand is not enough to go around and consequently the packers are going to get their own prices. Valencias are reported somewhat firmer in feeling, but no higher prices are asked locally, while the New York market is weaker in tendency. Currants are still selling quite freely. Lower prices are said to be likely after the first of the year, but there are those who believe values will be fully maintained on most lines. There will, doubtless, be some reductions, but the downward tendency is not likely to embrace all dried fruits.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb cartons	0 07	
Finest Vostizias	0 08	0 09
Amalias	0 08	0 08
1 lb. packages	0 08	
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
1-lb cartons	0 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 06
Selected, per lb.	0 06	0 07
Layers	0 07	0 07
Dates—		
Hallowees, per lb	0 05	0 05
Sais, per lb.	0 04	0 04
Packages	0 06	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 30	
Peaches, "	0 18	
Pears, "	0 18	
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	3 00	
" " 1/2-box	1 00	
"Royal Buckingham Clusters," 1/2-boxes	1 37	
" " boxes	4 50	
"Excelsior Window Clusters"	5 50	
" " 1/2's	1 50	

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

Prunes—	per lb.	
Oregon prunes 25-lb. boxes, 30-40s	0 11	
" " " 40-5's	0 10	
" " " 5'-6's	0 09	
" " " 6'-7's	0 09	
" " " 8-9's	0 08	
" " " 9-10's	0 08	

BEANS—Beans have slumped badly and are selling around \$1.75 and \$1.80, with a weak feeling in the market.

SPICES—Spices are quiet with prices unchanged.

Peppers, black	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 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Fair demand exists for rice, and also tapioca. The markets for both lines show no change this week.

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

EVAPORATED APPLES—Fancy stock is being sold at 10c. This is new. Demand is only fair.

MAPLE PRODUCTS—Nominal prices are:

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

RAW FURS—Owing to the stringency of the money market and to the unseasonable weather which we have been experiencing, trade in raw furs has been limited. Dealers are in the market to buy but offerings are not by any means large. Prices given below rule at present, but no one knows how they will compare with the quotations which will be given out by fur dealers after the first London sale, which will take place January 24 and 25.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrae	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

Montreal.—Considering the season, dealers report a very satisfactory trade in various canned goods. Naturally consumption is not as great during the holidays as at other times, but no complaint is being made. Fancy imported lines of canned fruits and vegetables had quite a sale for Christmas.

TORONTO.—Business is very quiet, the dull condition of holiday business seemingly reflecting all round.

THE CANADIAN GROCER

ONTARIO MARKETS.

POINTERS—

- Sugar—Firm.
- Beans—Declined.
- Oranges—Recovered.
- Collections—Fair.

Toronto, Dec. 26.

It is quite apparent in wholesale circles this week that holiday time is in evidence. While the retailer has been rushed to the highest point, the wholesaler, whose big business was done a month ago, has been going along quietly and considering the outlook for the new year.

A good many wire orders for last minute goods have come in this week from retailers who evidently had not faith or foresight enough to order up to their requirements a few weeks ago. Altogether the wholesalers express themselves as well satisfied with December business, several of them putting the last four weeks above the same period last year.

The majority of the wholesalers are decidedly cheerful over the financial situation. Collections are surprisingly good, they say, for the season, and considering the much talked of financial difficulty. They one and all are optimistic over the outlook for the new year. "Things seem to be shaping up," said a prominent man on the street on Tuesday, "so that we expect to do a bigger business in 1908 than ever before. And indications point," he continued, "to the fact that this business will open with a rush early in January."

TEA—Business locally is dull. A report from London, dated December 12, says: "Expectations of a continued improvement in tone, following the small auctions of the past few weeks, have been fully realized, since our last, and the knowledge that there will be a considerable interval after next sales has resulted in a sharp advance in price for practically all teas up to about 8½d per lb., which are quite ½d per lb. dearer on the week. The feature has been the strong demand for the grades above common, which have hitherto been stationary, very little useful liquoring Assam leaf being now obtainable under 8d, although the average of the district has so far undergone no change for the better. The total offerings for next week are rather heavier than of late, but there is every indication that the closing sales will well maintain the present basis of values."

SUGAR—There is a much firmer feeling evident in the local markets but as yet this has had no reflection on prices.

Cane lumps, in 50-lb. boxes.....	5 25
in 100-lb.....	5 25
St. Lawrence granulated, barrels.....	4 40
Redpath's granulated.....	4 40
Acadia granulated.....	4 35
Berlin granulated.....	4 30
Flour.....	4 35
Bright coffee.....	4 30
No. 3 yellow.....	4 20
No. 2.....	4 10
No. 1.....	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS—Only a small amount of business is passing at last week's quotations.

Syrups—	
Dark.....	0 33 0 35
Medium.....	0 33 0 35
Bright.....	0 33
Molasses—	
New Orleans, medium.....	0 30 0 35
bbls.....	0 30 0 35
Barbadoes, extra fancy.....	0 40 0 50
Porto Rico.....	0 45 0 50
West Indian.....	0 30 0 35

3 lb. Tins, 2 doz. in case.....	2 40
5 " " 1 " " ".....	2 75
10 " " 1 " " ".....	2 65
20 " " 1 " " ".....	3 60

Barrels.....	0 03½
H. if Barrels.....	0 03½
Quarter.....	0 03½
Pails, 33½ lbs. each.....	1 75
25 ".....	1 25

Maple syrup—	
Gallons, 6 to case.....	4 80
" 12 ".....	5 1½
Quarts, 24 ".....	5 40
P. nts, 24 ".....	2 90

DRIED FRUITS—These goods were rather scarce in local houses last week but shipments arriving in the latter part of the week relieved the situation. The feeling is quite firm however.

Prunes, Santa Clara—	Per lb.	Per lb.
100-120s.....	0 06	
90-100s, 50-lb boxes.....	0 36½	70-80s "..... 0 07
80-90s ".....	0 06½	60-70s, 50-lb boxes..... 0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—	
Lemon.....	0 11 0 11½ Citron..... 0 21 0 22
Orange.....	0 11 0 12
Peaches.....	0 18 0 20

Figs—	
Eleme, per lb.....	0 08 0 15
Tapnets, ".....	0 03½ 0 03½
Bag Figs.....	0 04½ 0 05

Currants—	
Fine Filistras.....	0 07 0 07½
Patras.....	0 08 0 08½
Uncleaned, ½c. less.	
Vostizzas.....	0 09 0 09½

Raisins—	
Sultans.....	0 10 0 11
Fancy.....	0 11 0 12½
Extra fancy.....	0 14 0 15
Valencias, new.....	0 06½ 0 07
Seeded, 1-lb packets, fancy.....	0 12
16 oz. packets, choice.....	0 11½
12 oz. ".....	0 09

Dates—	
Hallowees.....	0 05 0 05½
Sairs.....	0 04
Fards choicest.....	0 08 0 09
choice.....	0 06½

SPICES—Business is exceedingly dull with no changes.

Peppers, blk.....	0 15 0 20
white.....	0 25 0 30
Ginger.....	0 18 0 35
Cinnamon.....	0 30 0 35
Nutmeg.....	0 30 0 75
Cloves, whole.....	0 30 0 50
Cream of tartar.....	0 22 0 25
Allspice.....	0 17 0 20
whole.....	0 17 0 20
Mace.....	0 15 0 20
Mixed pickling spices, whole.....	0 15 0 20
C. asia, whole.....	0 20 0 60
ground.....	0 25 0 51

RICE AND TAPIOCA—Very little business is passing during the holiday season.

Rice, stand. B.....	0 03½ 0 03½
Rangoon.....	0 03½ 0 03½
Patna.....	0 35 0 35
Japan.....	0 05½ 0 06½
Java.....	0 06 0 07
Bago.....	0 05 0 06
Seed tapio a.....	0 07½ 0 07½
Carolina rice.....	0 10
Tapioca, medium pearl.....	0 07

BEANS—A slump of 40 to 50 cents occurred during the week, seemingly as a result of little outside demand. Current prices are exceedingly low. Some dealers attribute the slump to scarcity of money and a desire to realize on goods in store.

Beans, hand picked, per bush.....	1 50 1 80
prime No. 1.....	1 45 1 60
Lima, per lb.....	0 07

EVAPORATED APPLES—The market is slightly easier under new supplies.

Evaporated apples.....	0 08 0 08½
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HIDES AND WOOL—The market is slightly easier and a few lines have declined in consequence. This is a reflection of the present low market across the border. Local buyers are now paying from a cent to two cents higher than are quoted at American points.

Hides, inspected, cows and steers, No. 1.....	0 06
No. 2.....	0 05
Country hides. flat, per lb., cured.....	0 04 0 05

Calf skins.....	0 09 0 10
Kips.....	0 08
Lamb skins.....	0 70 0 80
Horse hides, No. 1.....	2 25
Rendered tallow, per lb.....	0 05 0 06
Horse hair, per lb.....	0 27
Wool, unwashed.....	0 11
" washed.....	0 21
" rejections.....	0 15

MONTREAL CORRESPONDENCE.

Several matters which are of interest to the retail grocery trade throughout the Dominion were discussed at the third annual convention of the Retail Merchants' Association, mention of which was made in last week's Grocer.

What should be the weight of potatoes in a bag was a subject which was warmly discussed by the delegates. It was thought that the weight should be uniform throughout Canada, and 90 pounds was thought to be about right. Nothing definite was arrived at as nobody was in a position to give exact figures as to the weight of potatoes, and other little details which it was deemed advisable to know before taking any action toward placing the matter before the Government. Finally it was decided to have the executive look into it.

That grocers and other retail merchants should do their utmost to control their local trade to the exclusion of mail order houses and departmental stores was another resolution of the convention. It was pointed out that retailers could easily beat out the mail order people and the departmental stores if they set their minds to the task, and it was shown that unless they acted at once, these people would very soon gain a hold on the trade of the home towns which it would be hard to break.

As a result of the meeting it is probable that delegates will go to Ottawa in the near future to confer with the Government regarding the possible enactment of a law to prohibit wrong statements being made on packages of foodstuffs, such as baking powder, spices and other package foods. It is deemed high time for some action along this line, and it was pointed out that unless something was done the market would become glutted with impure foods.

The much-talked-of co-operative bill, which is likely to come before Parliament this session, was the subject of a warm discussion. It was thought that the special committee appointed by the Government to look into the scheme (and which has already reported favorably on it) should be placed in possession of further information which they might bring to the attention of the Government, before that body seriously thought of enacting any law in this matter. During the discussion it was shown that the retailers of the country would be placed at a serious disadvantage if the law, as it is at present mapped out, were to be passed. The trade do not object to competition, but they do draw the line at competition which gives the other fellow unfair advantages. The matter will be placed before the Government once more by the association.

Good cheer was evident at E. W. Gillett Co., Limited, Toronto, on Monday afternoon. The firm, as is their custom, placed in each of their employes' salary envelopes an additional amount in gold, as a Christmas remembrance.

TRADE NEWS OF NEW BRUNSWICK

Flour and Sugar Stiffer, Prices in General Unchanged—Large Winter Export Business to Date—Bright Outlook for New Year.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Dec. 23, 1907.

No changes of importance took place in the local markets during the past week. In groceries, flour and sugar are both reported stiffer, but no change in price has taken place. Feed is somewhat cheaper. There was a good supply of poultry, meats and vegetables for the Christmas trade. Turkeys are selling at 16 to 18 cents, which is cheaper than at this time last year. The quotations on butter and eggs remain unchanged.

The Christmas trade has been fully up to previous years, and both wholesalers and retailers feel well satisfied with the volume of business. The rush with the jobbers is about over, but retailers are kept very busy.

Some very attractive window displays have been made, the stores of F. E. Williams, Vanwart Bros., Walter Gilbert and W. Alex. Porter making very attractive showings. The interiors have been decorated with evergreens and this year a great deal of fancy tissue paper ornaments, mainly in reds, are being used.

Locally, trade in the flour and feed market has been quiet on account of the holiday season. The statistical position of wheat in the Maritime Provinces market is the strongest it has been this year and much stronger than a year ago. There has been a slight cut in the mill price of middlings and sales as low as \$26 to \$27 are reported.

Samples of frosted wheat have been received and ground up and sold as feed at \$27 a ton. Oats are slightly easier and quotations on Island oats as low as 52 cents have been made.

In Fredericton last week turkeys were sold at 14 cents a pound.

Eighteen winter port steamers had arrived in port up to Friday the 20th. Ten of these that sailed for the United Kingdom took away goods valued at \$1,946,027, according to returns at the customs house. Included in the cargoes were 604,639 bushels of wheat and 4,887 boxes of cheese. Several small coasting steamers have brought shipments of apples for forwarding to Great Britain on the winter port steamers. The outlook for the biggest year's business yet looks bright.

That St. John's city fathers recognize the need of improving the civic government is evident from recent actions. Less than a month ago Ald. Frink gave notice of a motion to take a plebiscite at the next civic elections regarding the abolition of the common council and the election in its stead of a commission composed of five competent men, to take charge of affairs. At a meeting last week to consider the reorganization of the work of the various departments, Ald. Kelley proposed that an

executive committee of the council should manage the affairs of the city with the assistance of an engineer and controller. Ald. Kelley's suggestion is that the mayor should act as chairman and the members would be chosen from the committee. This committee, with the engineer and controller, would constitute the city government, except in matters of expenditure, when a two-thirds vote of the council would prevail over their decision.

Important changes which it is planned will add to the attraction of the Island of Campobello as a summer resort, and the development of its trade in fishing, are promised from the policy of the Campobello Corporation, Ltd., which is now applying to the provincial government for incorporation, with a view to developing the resources of the island. H. N. Merriman, of New York, treasurer of the new corporation, was in the city a few days ago, interviewing the government with reference to the matter. To The Grocer correspondent he stated that the corporation had bought out the interest of the Campobello Island Company, and now owned 8,000 of the 10,000 acres which compose the island. It is proposed to modernize the hotels and to develop the natural resources of the island, including the fishing and lobster industries. Much is expected from the development of the fisheries. A drying plant is to be put up and it is expected that large shipments will be made to the West Indies. Lobsters, it is expected, will find a ready market in the U.S. The Dominion Government is building a wharf and an hourly steamship service will be run to Eastport in the summer. The capital of the company is \$250,000.

On Sunday, Dec. 15, the store of W. W. Pride, general merchant, at Harcourt, was broken into and a number of articles stolen. A reward of \$25 has been offered for a clue to the identity of the guilty parties.

The Sussex Packing Company is preparing to run its cold storage plant at Sussex to its fullest capacity in order to handle produce which is offering for storage. Last season large quantities of lambs were shipped to the Winnipeg market, some thousands of carcasses being sent, and this year provision is being made for a repetition of the business. Several shippers have applied for space sufficient to store 3,200 carcasses. The animals will be killed at once and laid down for the winter trade.

Havelock Gillespie, of Florenceville, has assigned to Sheriff Hayward for the benefit of his creditors.

That there is room for great development in the dairy business is the opinion of J. A. Ruddick, dairy and cold storage commissioner, of the Depart-

ment of Agriculture, Ottawa, who was in the city last week. Mr. Ruddick inspected the plant of the new cold storage warehouse and reports it to be thoroughly up-to-date in every particular. Speaking of the dairy business in Canada and the position of the products in the English market, he said there had been very little dairying for the last four or five years.

Two years ago he said he was in England and while there he saw some choice Canadian creamery butter selling as high as the Danish article. This showed what could be done by Canadian dairymen, but the export of butter from this country was too insignificant to make any impression on the market. Then again the quality was not so uniform as in the Danish butter.

The position of Canadian cheese was unquestioned in the English market today, Mr. Ruddick said. England imported a good deal of cheese from the continent of Europe. It was, however, of soft varieties, and did not come into competition with the Canadian article.

The commissioner believes there is a great opportunity for the development of the dairy business in the Maritime Provinces. He referred to the capture of the West India trade from the Danish by the people here as a good move. That trade he said, naturally belonged to these provinces because of their geographical position.

He believes that the orchard industry ought to go hand in hand with the dairy. Canadian apples occupied in the estimation of the English market a position from which no other country could oust them. There were almost unlimited possibilities open to farmers in this line and he expressed surprise that they had not been more fully taken advantage of.

The report of the management of last fall's exhibition at Fredericton shows that there was a small surplus of \$300. The total expenditure was \$16,201.13. The amount paid in premiums was nearly \$6,000, of which N.B. exhibitors received \$3,723.50; N.S., \$1,395.75, and P.E.I., \$842.25.

One of the best known and most highly esteemed commercial travelers in the Maritime Provinces passed away at Dorchester on December 4, in the person of Frederick S. Hutchinson, of St. Stephen, representative of Ganong Bros., confectioners. Palpitation of the heart was the cause of Mr. Hutchinson's sudden death. The news of his death was heard everywhere throughout the provinces with deep regret, for he was very well known and highly respected. He had a bright, sunny disposition that won him hosts of friends.

Mr. Hutchinson was for a number of years a popular conductor on the New Brunswick Southern Railway. About twenty years ago he entered the employ of Ganong Bros., and was for a short time a member of the firm. He then entered the employ of the company as salesman, in which capacity he was employed at the time of his death. He leaves a widow, who was Miss Willa Berryman, and two sons, the eldest about 15 years of age. He was a member of Sussex Lodge A.F. & A.M., and of Borden Lodge K. of P. The body was taken to St. Stephen, where the funeral was held on Sunday, Dec. 7.

BEWARE OF THESE GOODS.

A large manufacturing establishment in Montreal was recently offered a lot of powdered cream of tartar at a price below market value, and it was represented to them that this lot came into the hands of the owner in a special way. They agreed to take the article if it tested proper strength. The sample was submitted to their chemist, and to their surprise it was discovered that the so-called cream of tartar contained a very large percentage of barium sulphate and only 40 per cent. of pure cream of tartar.

They were also offered a lot of powdered ginger at an attractive price. They also agreed to take this article if it answered the test, but it was discovered that this so-called ginger was ground from gruffs and other ingredients with a sprinkling of ginger to give it a flavor.

It is fair to say that the gentleman who had these goods was no party to the fraud, beyond offering goods whose purity he had not ascertained to be beyond reproach.

The unfortunate part of the foregoing illustrative instance is that large quantities of the same goods have gone out for general consumption, and the people of Canada are being fed with these adulterated stuffs. The wise grocer is well advised to be assured of the purity of the lines he buys, and to be on his guard at all times.



Fussell's
Milk and Cream
(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

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

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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.**

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

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MONTREAL TORONTO WINNIPEG

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

**BUSINESS MEN IN
PUBLIC LIFE**

MAYOR JOHN A. McDOUGALL,
of Edmonton.

John A. McDougall, recently elected mayor of Edmonton, who is, by the way, a retired grocer, is quite a western pioneer. He was born at Woodville, Victoria county, Ontario, in 1854. In 1873 he came as far west as Winnipeg, or, as it was then known, Fort Garry, having to travel from Port Arthur to Winnipeg over the old Dawson road, made by Col. Wolsley, a journey which occupied twenty-eight days. Arriving in Winnipeg, Mr. McDougall opened a grocery store and traded with the Indian, half-breed and white traders and trappers, who had penetrated the country west of Winnipeg. From them he heard of the rich country on the North Saskatchewan river, around the Hudson's Bay post of Edmonton, and he was at once fired with a desire to visit this country. In 1875 he came as far west as Prince Albert, where he spent the winter buying treaty from the Indians. He did not reach Edmonton until 1878, coming overland from Winnipeg with his wife in the now famous Red River carts. Mr. McDougall has lived in Edmonton since that time. At first he did his trading in a small shack. Later he entered into partnership with Richard Secord. As their trading business expanded they erected the large, modern departmental store on the corner of First street and Jasper avenue. Last year they disposed of their business to the firm of Duncan Bros. & Butters and since that time Mr. McDougall has devoted himself to his private interests.

During his residence in Edmonton Mr. McDougall has gained some municipal experience. He was alderman for two years, in 1894 and 1895, and was mayor for one term in 1897. Mr. McDougall proposes to work out carefully the scheme of municipal ownership, regulating the expenditure of money for public improvements according to the growth and development of the city.

**EXHIBITION OF GROCERS IN
APRIL.**

**Advisory Committee Strengthened to
Represent Wholesale Trade.**

In view of the marked success of the exhibition of groceries, held in the "Arena" last April, it has been decided to hold another practically on the same lines. The exhibition ran beyond even the hopes of those who were interested in it, so it was thought advisable to strengthen the advisory committee with a view of making it better able to handle the large proposition involved.

The exhibition is held by the grocery section of the Retail Merchants' Association, but the committee as arranged for last year, called an advisory committee, which consisted of a number of representatives from the different firms exhibiting, the names of the committee more or less shows its scope.

The idea is that the committee in a way supervises the different rules and

regulations governing the show and sees that the interests of exhibitors are thoroughly protected in every way, and on the other hand, they give to the public a guarantee that the exhibition is being conducted on the very highest possible lines.

The committee this year is as follows: H. C. Beckett, W. H. Gillard & Co., Hamilton; J. F. Eby, Eby-Blain Co., Ltd., Toronto; J. M. Dillon, A. M. Smith & Co., London; J. Ethier, Laporte, Martin & Co., Montreal; Albert Hebert, Hudon, Hebert & Co., Montreal; S. J. Mathewson, Mathewson's Sons, Montreal; Alex. Orsali, Hudon & Orsali, Montreal; Armand Chaput, L. Chaput, Fils & Co., Montreal; W. H. Dunn, W. H. Dunn, broker, Montreal; Col. Labelle, Ogilvie Mfg. Co., Montreal; W. W. Hutchison, Lake of the Woods Mfg. Co., Montreal; H. Clark, Wm. Clark, Montreal; J. Hewitt, Shredded Wheat Co., Toronto; A. P. Murray, Edwardsburg Starch Co., Ltd., Montreal, chairman.

The idea of forming this committee was to make it as strong as possible, and to make it represent the wholesale trade, grocery brokers and manufacturers.

It is with great regret that the rest of the committee find that they cannot have the help of Mr. Laflamme, of Rose & Laflamme, whose death would no doubt be noticed with a great deal of sorrow by the grocery trade.

The retail trade is of course represented by the actual executive of the exhibition.

The exhibition will be held in the Arena, Montreal, April 15th to 29th.

BENEFIT SOCIETY OFFICERS.

**Travelers Return Old Executive to Office
for New Year.**

The Commercial Travelers' Mutual Benefit Society met at St. George's Hall Saturday night for the nomination of officers. The executive officers were returned by acclamation. They are: President, S. R. Wickett; Vice-President, Ex-Ald. Joseph Oliver; Treasurer, H. Goodman. The retiring trustees, C. G. Kyle, Robert Forbes and John Ross, were re-elected for a period of three years. E. Fielding delivered an address on the new Insurance Bill and was tendered a vote of thanks by the members. The annual general meeting of the association will be held on Jan. 25.

**CORRESPONDENCE
LINDSAY.**

One of the chief features in Lindsay business at this season is the large poultry business carried on by Flavell's, Limited. Mr. Parkin, the foreman, in conversation with The Grocer, stated that it had been a very busy season. They had handled in all about seventy-five thousand birds amounting to about half a million pounds. During the plucking season they employed over two hundred pluckers regularly. Their plucking rooms are one of the unusual sights. Everything being a mass of feathers. Very often a whole family will be seen even down to a baby sitting at its mother's knee. The prices paid for plucking are as follows: Chickens, 34c apiece; ducks, 5c apiece; geese, 8c

apiece and turkeys, 4c. At these rates very often extra large wages are made as the employes work from about seven-thirty a.m. to ten-thirty p.m. Their weekly pay roll for plucking only runs between five and six hundred dollars. This firm have shipped several cars out West and also to England.

WOODSTOCK.

This is the season of the year when old, weather beaten, fly marked, printed signs, bearing the legend, "The Compliments of the Season," or some similar expression of good will, are resurrected from behind the flour barrel, or from some out-of-the-way corner, where they have reposed for twelve months of the year. It is the season when business thrives, and people may be seen hurrying along the street with mysterious looking parcels, at all hours of the day or evening. It is the season that merchants in all lines of business count upon to make up for dull summer months and periods of comparative idleness, and seldom indeed are they disappointed.

The stores in this city are decorated and bedecked in all the glory of the holiday season, with bells, bunting, cards, etc., and have their silent share, not less potent, in bringing money from the pockets of Christmas shoppers. Grocers have shown ingenuity and enterprise in decorations and in the placing of fruits and groceries of various kinds.

Your correspondent wished to close this brief budget by wishing The Grocer, his fellow correspondents, and indulgent readers a very merry Christmas and a very happy New Year.

ST. CATHARINES.

Our merchants do not lose sight of the fact that a handsome window display draws custom to their stores. A few of the old-timers stick to the rules of 40 or 50 years ago, but these are beginning to see the folly of their ways and are adopting modern practices. Speaking to some of the merchants, and they are all busy, they one and all say that business was never better.

Ald. C. M. Gibson, grocer, is again seeking re-election to the aldermanic board.

Ex-Alderman Joseph Hodgins, who does an extensive business in poultry and fish, is recovering from a critical illness.

Andrew Foster, grocer, who recently had his left leg amputated below the knee, has fully recovered.

Arch. Wilson, who has been in poor health for some time, is recovering satisfactorily and will soon be able to sell groceries again.

STORAGE ROOM IN CALGARY.

Nicholson & Bain have some attractive storage room to rent in their Calgary warehouse. This warehouse is a substantial brick edifice with spur track accommodation. Eastern manufacturers desiring storage in Calgary can make arrangements with Nicholson & Bain to secure it under most satisfactory conditions and their goods will be given every attention possible.

THE CANADIAN GROCER

TORONTO ASSOCIATION OFFICERS.

Sketches of Recently-elected Officials of Retail Grocers.

Last week The Grocer noted the elections of the officers of the Toronto Retail Grocers' Association for 1908. We have pleasure in submitting herewith photographs of the president and vice-



C. F. THORNE,
President Toronto Retail Grocers' Association.

president with brief sketches of their lives to date.

C. F. Thorne, the new president, conducts a well-appointed grocery at the corner of Nassau St. and Leonard Ave. He was born on this corner 32 years ago

and says he has been in the grocery business from the time he was able to run messages. His mother kept the store during this time. He took over the business about ten years ago; has been a member of the association ever since that time and has always taken an active interest in the monthly meetings. For nine years Mr. Thorne was in the 48th Highlanders, as his photograph shows, and attained the rank of Color Sergt. serving with Major Michie, of Michie & Co.

Thos. Clark, the vice-president was born in London, Eng., and came to Canada when 7 years of age. He was educated at the old John St. school. Seventeen years ago Mr. Clark started a grocery at the corner of Wellington and Tecumseth Sts., and has carried the business forward to a success. Two years after entering the business Mr. Clark joined the association and has ever since been an enthusiastic member.

TORONTO GROCER IN ELECTIONS.

Frank W. Johnston Running for Alderman in Ward Three.

Toronto grocers in past years have not been very free to respond to the call for municipal service, and in default of this have the trade missed a good many advantages which might readily have been brought into effect.

This year one grocer, at least, is trying to remedy this condition. At the municipal nominations on Monday,

Frank Johnston, whose store is at 19 Dundonald Avenue, was nominated for alderman in Ward 3 and will contest the election.

Mr. Johnston has taken a step in the right direction and deserves the support of the trade in his ward.

J. D. Bell, of Thos. Bell, Sons & Co., Montreal office, has left on a trip to



THOS. CLARK,
Vice-President Toronto Retail Grocers' Association.

Liverpool, the head office. He will be away several months.

A bright new calendar has just been issued by E. W. Gillett & Co., Ltd., which bears a couple of "sandwich" men, who carry boards advertising the company's goods.

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

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

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

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

The 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.

THE PAYING BRAND IS



**CORONA
BRAND**



HAM AND BACON

It is the paying brand because it is the pleasing brand. You know that if your customer takes a fancy to any of your lines he generally assumes he can't get it anywhere else, and becomes a permanent customer. Corona Brand is so good that it creates new business—and holds it.

We have no retail stores.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

Repeated Repeat Orders

Orders which repeat themselves with regularity—are the worth-the-while orders. You can depend on such business. And you can get such business to depend on by stocking and recommending

Ryan Brand Provisions

“Ryan” brand is the synonym of genuine purity and excellence. The Government inspects, and highly recommends “Ryan” brand on its merits. You will make no mistake, but will show real business acumen if you stock “Ryan” brand.

Write us about it.

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A firmer feeling is noticeable in cheese this week, and taking it all round, the market is in better shape than it has been for some time.

There has been during the past week much better inquiry from the other side. Dealers there are beginning to experience a shortage, and they are coming into the market expecting to buy pretty well at their own prices, since many of them seem to feel that business here has been slack, entirely owing to the slight interest displayed in cheese by Old Country houses. As a matter of fact a great percentage of the cheese held here is not for sale at the prices which have been quoted lately. It cost too much to be dropped at the quotations which have been made, and offers from the other side have not interested holders to the extent of enticing their cheese away from them.

This accounts largely for the lack of business which has characterized a market which never shows a great deal of activity at this season.

Another fact which may be held accountable for the laxness is that large shipments were made to English firms just before the close of navigation, and as a result they were filled up for the time being. This stock is gradually going into consumption and the holders are coming into the market again. Few shipments of any account have been made to England lately, but some nice little lots are now going out.

October cheese is being quoted 13½c. to 13¾c., though some are letting go at 12¾c., but not for the best grade. Some of the larger houses report practically no trading except at figures around 13½c., with sometimes 13¾c. obtainable.

Receipts are dwindling off to a mere bagatelle, being last week but 970 boxes against 1,533 boxes previous week and 1,433 boxes same week last year. Total receipts for the season amount to 2,051,380 boxes, against 2,346,725 boxes same period 1906.

Prices have not altered much since last report, the market not being very interesting, owing to the holidays.

The market for fresh creamery, choice stock, is very firm. Winter butter is not up to the average in quality, and such as comes up to the market standard finds a ready market at highest ruling prices. Some good lots have arrived lately, the texture being very fine, while the butter lacked most of the usual characteristics of winter butter. This was quickly placed. October creamery for a price, is still on the market, though stocks are naturally decreasing with the continued consumptions of holdings, which are none too heavy.

Fresh rolls are reported as coming a little more freely by some dealers, though others are not securing any to speak of. For this butter 23c. to 23½c. is being asked. Dairy is quoted 23c. to 24c. It is still very scarce.

For October creamery 28c. to 28½c. is asked, while current receipts bring 26½c. to 27½c. Arrivals of butter are not large. The receipts for last week were over 1,000 boxes short of those of the

same week in 1906. In that year, corresponding week, 3,816 packages were received, while this year but 2,708 packages arrived. Receipts for the season continue about 200,000 less than they were for 1906, being to the end of last week 402,681 packages, against 596,849 packages last year.

Some dealers expect better prices after the turn of the year. Their argument is that the stocks held are not heavy, and that a shortage is sure to be experienced if the steady demand now felt continues. Increased business is not looked for before the middle of next

month, but it is thought that a much better feeling will be observed then, resulting in stiffer prices.

At the present rate of going, it does not look as though there would be a great deal of Australian butter brought into the country as planned. Some was bought which would require a 30c. market here before it could be brought in with a profit. It is understood, however, that much of this butter, (which was purchased in London for January-February shipment) was resold in the English market at a good margin of profit, so this would let out holders of this stock in case the expected market did not develop here in Canada.

THE PROVISION SITUATION

The past week has witnessed another advance in prices offered to Canadian hog raisers. In spite of this, receipts are very light, and, generally speaking, the market is dull. Reports from western Ontario tell of freer deliveries of hogs by farmers under the improved prices of the last two weeks, but this condition of affairs is not at all general. Toronto packers report very light deliveries.

Prices this week are as follows: F.o.b. country points, \$5.40; fed and watered, \$5.70, and on cars at factory, \$5.90.

The English market is demoralized again this week, principally as a result of the holiday season, which seems to have a greater reflective effect there than it does in this country. The Danes still continue to ship freely, last week's shipments being 39,000, an advance on recent weekly averages.

The American market also is off again as is evidenced in the following review from the New York Journal of Commerce: "The past week witnessed an active market early in future hog products at declining prices in sympathy with hogs, but after the short interest was covered packers had either to support the market or let prices lower, and they preferred the latter for its effect on the hog market, though there was an appearance of their buying on the decline to cover old short sales, which checked the decline. After this trade became very dull and the market dragged, with a marked falling off in speculative business, though hog receipts kept up until the last of the week. In the meantime spot business has been reduced to the minimum and although stocks are light of cured goods, the market has been weak and only demand for immediate wants has been realized, either from exporters or home trade. This has left some pressure on the market and further concessions would be made on most goods if it would increase the outlet. But with all the rushing, as it has been for some time past, indicating that the farmers are disinclined to feed high-priced corn, or that it is in such damp condition that they are afraid of hog cholera and are selling

their hogs rather than risk this epidemic. Whatever the reason the average weight is very light for this season of the year, notwithstanding the large increase in receipts."

MONTREAL.

PROVISIONS—Packers have not made any change in their quotations lately. Smoked meats and heavy provisions are not in demand, but a good trade is still being done in lard. Sales of this article were very good before Christmas and are keeping up for New Year's.

Lard, pure, tierces	0 11½	0 12½
" " 56-lb. tubs	0 12	0 12½
" " 20-lb. pails, wood	0 13½	0 14½
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb.	0 12½	0 13
" " 5-lb.	0 12½	0 13
Lard, compound, tierces, per lb.	0 09½	0 10½
" " tubs	0 09½	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09½	0 11½
" " 5-lb.	0 09½	0 11½
" " 5-lb.	0 10	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	23 00	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—A fairly firm market rules, especially for fancy winter creamery, of which there is not a great deal on the market. October stock is selling at steady prices. Fresh rolls are rather scarce, with a consequent firm feeling in the market for them. Dairy is slightly easier.

Creamery, fall make, boxes	0 27	0 28
Creamery, winter make, boxes	0 26	0 27
Dairy, tubs	0 22	0 24
Fresh large rolls	0 23	0 23½

CHEESE—More inquiry for cheese from the other side is reported. Stocks held in England are becoming smaller, owing to continued heavy consumption, and it is likely that buyers there will have to replenish their stocks at the high prices now ruling locally. Dealers here expect higher prices after the turn of the year. Some nice lots of Canadian cheese were exported this week to the English market.

Cheese, old	0 14½	0 16½
" " new, large	0 13	0 13½
" " twins	0 14	

EGGS—Cold weather and increased consumption has made possible a firm feeling in the egg market. The usual

**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
216 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

active demand which springs up during the holidays was noticeable the latter part of last week and the first two days of this. No. 1 eggs are slightly easier, as are also seconds, for which inquiry is limited.

Selects 0 24 0 25
No. 1 0 20 0 21
Secor ds 0 16 0 17

HONEY—Very little interest is displayed in the honey market, and nominal prices continue to rule.

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

POULTRY—Higher prices ruled for poultry this week owing to the fact there were but two business days before Christmas, and because stocks held were not heavy, as the trade had bought pretty freely and the jobbers were almost cleaned out, and to make matters worse, receipts were small, compared with the needs of the market. The result was that the advanced prices were firmly maintained. All last minute lots coming in were quickly picked up by anxious dealers. Prices will likely hold till after the holidays, though they may be easier for New Year's provided receipts pick up to such an extent as to warrant a reduction.

Turkey, per lb. 0 13
Chickens and fowls, lb. 0 07 0 09½
Geese 0 08½ 0 09½
Ducks 0 10 0 11

TORONTO.

PROVISIONS—The market continues dull and uninteresting. No material changes are reported. Hams are quiet. Lard is featureless at old prices. Some fine beef quarters of choice prize stock are on the local market and have been picked up by the big hotelmen. The Christmas season is never very brisk in this market. There has been a better demand for venison, which can't be sold after the New Year.

Long clear bacon, per lb. 0 18½ 0 11
Smoked breakfast bacon, per lb. 0 15 0 15½
Roll bacon, per lb. 0 14½ 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 10½
Bacon, plain, per lb. 0 16½
" 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 12½
" 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—The demand is improving and more activity characterizes the market. Prices are firm, though not quotably higher.

Per lb.
Creamery prints 0 29 0 30
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

WINDSOR SALT

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

Write for Prices.

TORONTO SALT WORKS
Agents for **WINDSOR SALT**

EGGS—The situation is featureless. Prices are steady.

Eggs, candled 0 23 0 22
" selects 0 25 0 26
" lined 0 23

CHEESE—There is a firmer tone to the cheese market. No advances have been made yet.

Cheese, large 0 13 0 13½
" twins 0 13½ 0 12½

HONEY—No change is reported. Prices remain the same.

Honey, strained, 60 lb tins 0 12 0 13
" " 10 lb tins 0 12½ 0 13½
" " 5 lb tins 0 13 0 15
" 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—Business has been very brisk, improving with the approach of Christmas. Turkeys were especially active and the majority of the big dealers had considerable difficulty in filling orders, owing to the scarcity. Prices advanced. Fresh turkeys sold at almost any price.

Live Weight.

Spring chickens, per lb. 0 05 0 07
Old fowl 0 04 0 05
Ducks 0 06
Geese 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 13 0 17
Squabs, per doz 2 50 3 00

FIRST ANNUAL BANQUET.

Perhaps no greater tribute could be paid the management of any commercial concern than that which has been accorded the directors of the Codville Co., Limited, of Winnipeg. On Dec. 17th the employes of this company gave a banquet in honor of their directors, J. J. Codville, H. B. Gordon, A. W. Chapman and Lawrence Bonny, and presented each of them with a handsome gift as a token of their high esteem and appreciation.

This concern has long been noted for the good will and whole-souled co-operation which exists between the members and employes, and that such things as this will tend to even further promote that perfect harmony goes without saying.

The banquet was held in Manitoba hall, the rooms and tables being decorated for the occasion and covers laid for more than 100 guests. J. H. Dickie, one of the Gold Standard Specialty salesmen, acted as chairman, and there were many toasts and much speech-making, both by the officers and employes.

When the banquet broke up about 1 o'clock it was unanimously decided that it had been a great success and should become an annual event of the Codville Company, Limited.

Commencing with the first of the year, H. C. Baker, who is well known in Northern Ontario and the western provinces, will look after the interests of James Turner & Co., Limited, Hamilton, on the territory reached by the Grand Trunk from Burks Falls to North Bay; the Toronto and New Ontario from North Bay to terminus; the C. P. Ry., North Bay to Soo and North Bay to Chelmsford.

He will also look after some old business he has in Port Arthur and Fort William.

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CLARK'S Canned Meats

With a new year about to begin there stretches before you season and opportunity for the building up of a large new patronage.

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

Clark's Canned Meats

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

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

O'MARA'S BACON

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

ASK FOR PRICES

JOSEPH O'MARA

Pork Packer

PALMERSTON,

ONTARIO

REINDEER condensed COFFEE

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only **one**

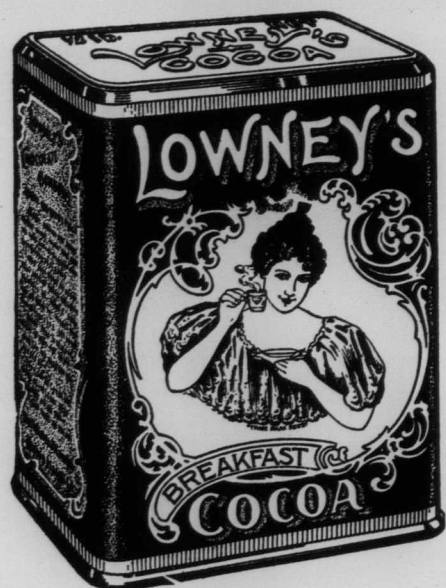
BOVRIL

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. McINDOE, 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



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

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William Street. MONTREAL

Begin 1908 Well

Make the resolution that your confectionery department will be the best in your town. It is a profitable department.

Pernot's Biscuits are the superior of all high class lines in Canada, and are profitable. They will do much to assist you in your endeavor.

Prices and samples on request.

Leon Fontanel & Co.

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

There is a Lot of Money

being made by grocers these days out of

BUDA

"The Flour of Quality"

That "Buda" is rapidly coming into its own as the leading brand of flour, is shown by the fact that sales have doubled in one year. Quality does it. Buda is a blended flour—Western and Eastern wheat blended by an expert of 50 years experience. Are you getting YOUR SHARE of Buda Profits?

WRITE NOW FOR PRICES.

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

THE CANADIAN GROCER

CEREALS AND CONFECTIONERY

Business Brisk in Fruit Markets—Good Vegetable Demand—All Lines of Fish Selling Well.

An easier tone pervades the cereal markets this week in all departments, the holiday week's effect on business generally reflecting in general dullness. Canadian millers continue to ship largely to Great Britain and Europe and with this in view it seems likely that the market will be somewhat firmer after a couple of weeks of the new year have passed.

The movement of wheat eastward continues to be very rapid. An encouraging feature, too, is the fact that the grain is beginning to grade much more satisfactorily. Last Thursday's gradings at Winnipeg, for instance, showed a percentage of less than 30 of grain below feed grades. Inspections on Saturday were 272 cars, compared with 90 a year previous. Grading returns showed 102 cars of inferior wheat, with but 80 of "northern." No. 1 northern, 15 cars; No. 2 northern, 25 cars; No. 3 northern, 40 cars; No. 4, 30 cars; No. 5, 28 cars; inferior, 102 cars; winter wheat, 5 cars. Inspection of oats were 19 cars, barley 10 cars, and flax 10 cars.

Stocks of wheat at Fort William and Port Arthur were increased 1,038,000 bushels during the past week. There are now 4,626,000 bushels of wheat in store at the head of the lakes.

The visible supply of wheat in Canada and the United States decreased 149,000 bushels during the past week. Corn increased 155,000 and oats 483,000.

The special correspondent of the New York Evening Post takes a very bullish view of the wheat situation. In a recent cable letter to the Post he says: "The best experts in the grain trade believe that the world's wheat supplies are very much below normal requirements, and consequently look for higher prices."

MONTREAL.

FLOUR—The market remains practically unchanged, though there is, if anything, a weaker feeling noticeable. Business is slight, as it generally is during the holidays.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 60 4 10
Royal Household.....	6 10
Glenora.....	5 50
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10

ROLLED OATS—Prices remain as they were last week with slight business being done owing to the holidays.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Gold dust cornmeal, 98-lb. bags.....	2 25
White cornmeal.....	1 65 1 75
Roller oats, 90-lb. bags.....	2 90 2 95
" 80-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 20

FEED—The situation is unchanged and the old prices still rule.

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

TORONTO.

FLOUR—The advance spoken of as probable last week did not materialize and this week, in sympathy with general business at holiday time, the feeling is easier. Local millers continue to ship largely to Great Britain.

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 40
Blended.....	5 25 5 30

CEREALS—The market continues a little dull, though supplies are coming in freely from local points. There has been no change in prices.

Roller wheat in barrels, 100 lbs.....	3 00 3 15
Roller 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

CEREAL NOTES.

Chas. W. Hodder, baker and confectioner, Dutton, Ont., has had his store destroyed by fire.

J. D. Leitch, Eganville, Ont., has sold his bakery and confectionery to E. A. Lisk.

CARS SCARCE IN WESTERN TOWN.

The following letter addressed recently to the secretary of the Retail Merchants' Association of Western Canada and signed by the merchants in Gilbert Plains reveals a serious car shortage in that town:

Dear Sir,—We the undersigned merchants of this place desire to bring to your notice a condition which exists here at the present time in reference to the movement of the crop. We made a thorough examination of the books and records of the railway company and find these facts: On Saturday, November 30th, there were 114 names on the list for cars, this includes elevators and farmers, and up to that date there has been fifty cars billed, out of these fifty there were eight lying on the side-track which had been there for periods varying from 10 to 13 days.

In addition to this, we find that, owing to the congested state of the yard in Dauphin, loaded cars from western points had been left off here, with the result that at present it is an impossibility to get in a single empty.

The railroad company may justify their action by stating that the elevators are not full, and while this is quite true, our farmers can hardly be expected to sell their grain to the elevator when the difference between their price and the track price is so great, being from eight to ten cents net.

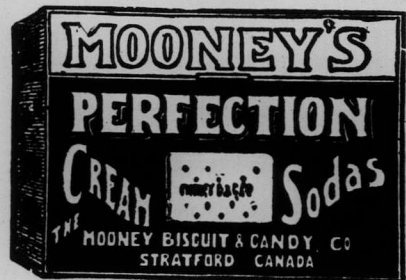
This year, as it is well known, the farmers need to realize every cent possible on their crop and that as quickly as possible.

Anything you can do to relieve this situation will be greatly appreciated by us.

The Very Acme of Excellence

in soda biscuit manufacture is reached in

Mooney's Perfection Cream Sodas



Do you handle these biscuits? If you do not, you are neglecting a line which is paying hundreds of grocers well. Repeat orders are the orders worth having; and every grocer who stocks Mooney's Perfection Cream Sodas has repeat orders for them in abundance.

Better write us about it!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

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

DESSICATED EGGS.

New Method From Australia for Which Large Claims Are Made.

In his recent report in the trade and commerce reports for Canada, J. S. Larke, of Sydney, N.S.W., speaks of a process for dessicating eggs devised in Melbourne, and carried out in Sydney. For this process, high claims are made. It has thus been described:

"Dessicated eggs are not substitutes for eggs, but newly-laid eggs treated by a process by which only the shell and water contents of the egg are removed and the whole substance of the egg, yolk and albumen, converted into powder. The eggs first pass through a dark room, being carried on a perforated rolling table over a fifty candle-power light. Any eggs not perfectly fresh, or dirty in any way are at once detected and put on one side. The sound eggs are carried along and go into a centrifugal separator, revolving at a tremendous rate. Here the eggs are smashed, and the shells separated from the liquid matter, which flows into a small tank, and is then pumped up into another tank where a preservative is added. Below this tank in a very hot room, with a temperature of 120 to 130 degrees, there are great cylinders or drums, slowly revolving at the rate of 1 to 2½ minutes. The liquid egg substance goes from the tank into troughs below these cylinders, and as they revolve become attached to them. By the time a cylinder has completed its revolution the coating has dried, and a further coating adheres. Ultimately this coating comes off in flaky pieces, which are ground into a powder. This powder will, it is claimed to have been proved, keep for years, and only requires the addition of milk or water, when the powdered eggs will reconstitute, and be ready for use for any purpose the same as a newly-laid egg. The powder is rich and attractive looking, and is reported by the Government analysts of New South Wales and Victoria to contain no chemical preservative. No part of the egg, except the water, has been removed.

"It must, however, be added, that the process is not yet perfected," says the correspondent. "The inventor has some difficulties still to overcome before it can be a commercial success; one of which is the reduction of the dried egg to powder. It is hoped that this and other obstacles to success will shortly be overcome. If so, the appliance should receive consideration in Canada, where a cheap process of preserving eggs would be most useful."

AN ENTERPRISING GROCER.

H. G. MacDonald, who has been running one of the brightest of the live grocery stores in North Parkdale, at the corner of Wright and Sorauen avenues, shows a little more than ordinary enterprise. He has recently improved and enlarged his store, taking in about 20 feet at the rear, improving the en-

trance to the apartments above, putting in electric light and redecorating the whole interior.

The store was re-opened with considerable eclat on Thursday, Friday and Saturday of last week. Mr. MacDonald issued a neatly printed announcement and invitation and made preparations to make the public of that locality thoroughly acquainted with the new store. To add to the attraction, one of the city's best Italian orchestras was secured and favored the visitors with an excellent musical programme on both Thursday and Saturday evenings. The store was very tastily decorated with palms and holly, and everything in a new dress proved very attractive. Demonstrations of three prepared articles also added to the interest.

When asked regarding the success of this method, Mr. Macdonald said:—"Well, we had the store jam full for three hours last night and will have to-night."

"But, did you get cash returns?" The Grocer reporter persisted. "I haven't figured it up yet," said Mr. Macdonald, with a satisfied smile, a chronic characteristic, by the way, "but I heard the cash register bell jingling pretty steadily last night."

Every lady who visited the store on the opening nights was presented with a souvenir, a book of songs prepared specially for Mr. Macdonald, and every child was also given a memento. Mr. Macdonald should do well in his new premises in this rapidly-growing section of the city.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

POT AND PEARL BARLEY FEED

CALEDONIA MILLS

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
in Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM

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

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

92 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.

There is More Money

in pushing the sale of the genuine article than in trying to exploit imitations. Nothing can successfully imitate the appetizing tang of

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

Therefore the wise grocer avoids inferior articles and pushes Lea & Perrins' with all his might. It pays well to do so; because every bottle of Lea & Perrins' sold brings in orders for more. Are *you* among the *wise*?

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Get a good hold on your customers during 1908 by selling

Mott's

"Diamond" and "Elite"
brands of

Chocolate

They have proved reliable and profitable to other dealers, and they will to you.

All Jobbers.

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

SELLING AGENTS:
J. A. Taylor Montreal B. S. Melancon Toronto Joe. E. Huxley Winnipeg Arthur Nelson Vancouver

Cowan's Cocoa and Chocolate

hasn't got to the top by accident. Purity—absolute purity—and superb inimitable flavor, is the cause.



Being pure, and having that matchless flavor, it stands to reason that your customers will be pleased with it. In fact, the experience of hundreds of grocers proves it.

The Cowan Co., Ltd.

The Why and How of Advertising

Newspaper Publicity Beneficial for Grocers, Especially at Holiday Time—A Couple of Well-planned Advertisements of Canadian Grocers With Their Strong and Weak Points—Hints by R. W. Ralph.

A country town publisher said, the other day, that not one grocer in his town had yet put as much as a "Merry Christmas" card in his paper this season. He admits, however, that he has not canvassed the grocery trade for business. This is certainly a mistake on his part, no matter how firmly he may be convinced of the indisputable fact that it pays grocers to advertise. Certainly any business man who has really given the subject of advertising

the consideration of which it is due, should buy newspaper space, and keep it filled with the right sort of copy, without much solicitation on the part of the publisher. It is in the interest of the grocer to advertise just as much as it is in the interest of the publisher to secure the grocer's contract. It is a matter of mutual business interests between the publisher and the grocer, and neither one is doing the other a favor.

It is a remarkable thing, though, that the grocers of any fair-sized town should neglect to advertise in their local papers at this festive season. This is the season of all seasons when advertisements are read with buying intent. Money is said to be tight, in some quarters, but the merchant who advertises in the cheerful tone inspired by the season, will find it loose enough to move his Christmas stock and exemplify for him the benefit of good advertising.

Advertising is such a reasonable, such a plainly logical, department of retailing, that the bare statement of its necessity ought to be sufficient to convince even the most conservative members of the trade. Surely it is quite natural to assume that every man in the grocery business wants more than a mere living out of it, wants more customers than his relations and those who enter his store by chance! Acting on such an assumption, what is the first requisite of doing more business? Get the stock and let the public know about it! Tell them who you are, what you are and where you are, and tell them so often that there'll be scant chance of them forgetting it.

What better means to this laudable and businesslike end than bright, snappy advertising in the newspaper? Hundreds of thousands of successful retailers in all lines of trade are a standing and ever-growing testimony of the soundness of this logic, that newspaper advertising pays and pays well.

That every town does not contain grocers of the illogical kind, such as attempt to succeed in the town we have referred to, is evidenced by the number of attractive grocery ads. appearing in the daily and weekly press. That this season is likely to be a good one for the trade in spite of the alleged business depression, is indicated by the great army of business building, money circulating, retail advertisements.

The ad. of Delahey Bros., from the Cobden, Ont., Sun, is a fine example of good "quality talk." Talk of this kind, run frequently, cannot help but impress the mind of the grocery buying public. If it has any fault, considered as an ad., it is that prices are

lacking. From first to last the language is convincing, and the generous space occupied permits of the use of a large, easily read type. By the time the reader reaches the end of the fourth paragraph—and it takes less than a minute to get that far—he or she would be just in that state of mind where a few specific seasonable articles, priced, would have good effect. A combination of straight convincing talk with specific instances of economy really does

Some Grocery Facts

Looked at from any standpoint there's no more important part of this store than the Grocery Section.

It is there where our care in buying is exercised to a more than ordinary extent. It is there where care in selecting shows.

We hold this Grocery department of ours up to you as a model of dependableness. Each article in it has received the very closest attention as to freshness and general excellence, and it is with the utmost confidence that we invite you to do your buying from this stock.

We can assert with positiveness that when buying your Christmas grocery supplies you will find no more complete, no fresher and no more high class stock of groceries in all the county than right here in our Grocery Department. All we ask is that you give us an opportunity to talk groceries to you for a couple of minutes. If you do not buy we will not try to force you to do so.

Everything in our store is wide open to inspection.

Delahey Bros.

A Biscuit Boon

Huntley & Palmer's
in half-pound packets

Osborne, (slightly sweet) per pkt.20c
Milk, (plain unsweetened) per pkt.20c
Cream Fingers, (rich, crisp and dainty) per pkt.20c
Ginger Nuts, per pkt.20c
Thin Arrowroot, per pkt.20c
Nursery Rhymes, (a picture on each biscuit) per pkt....20c
Thin Lunch, (plain unsweetened) nice for late lunch) per pkt.20c
Rich Digestive, (a good new one) per pkt.20c

Other varieties of H. & P. in stock:

Savoy, Rich Walnut, Phillipine, Acorn, Wheatmeal, Alaska Wafers, Carmencita, Plantation, Etc.

About 20 varieties Christie's at 25c per lb.
Also Christie's Rusk, Cracknel, W.I. Wafers, Macaroons, La Fete, at prices from 35c per lb. up.

Remember, we have the biggest and Best Range of Crockery in the Okanagan.

McKenzie & Martin

BUSINESS GOOD IN NOVA SCOTIA

Confectionery Trade Growing, Particularly in Chocolates—Pork and Poultry Plentiful—Large Oyster Shipments With Opening of Season.

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., Dec. 23.

The week just closed has been a very busy one for the retail grocery trade, the consumer laying in large stocks of goods for Christmas. None of the grocery stores in Halifax make a specialty of window dressing for Christmas. All, of course, have neatly arranged windows, displaying fruit, confectionery, nuts and other such lines, but outside of these nothing of a really attractive character is attempted. It is noted this year that the grocers are handling more lines of confectionery than heretofore, some of them having quite large stocks of package chocolates. All the high grades of confectionery are very high, and many of the retailers fear that the increased prices will have the effect of reducing the sales. One large dealer stated to The Grocer correspondent the other day that the demand for chocolates is growing greater every year. The sales of cheap confectionery are comparatively small to what they were formerly, the public seeming to want the best in a limited quantity even at the higher price. Creams and caramels are also going out of favor, there being little call for the former except at Christmas. The sales of first-class chocolates throughout Nova Scotia this season were very large.

There is a good demand for eggs and butter, but the receipts of both are very light.

Very little fresh stock is now coming on the market. The choicest eggs are worth 40c per dozen, and fresh-laid stock is scarce. Some small tubs of dairy butter, which were marketed last week, sold at 34c per pound at retail. This is a record price.

Lots of fresh pork is now being marketed, but the open weather has made the demand rather light. The best hogs are quoted at 8 to 8½ cents. The receipts of turkeys, geese, ducks, chickens and fowl are quite large and the quality of the stock is exceptionally good. The prices are very high, however, and this will have some effect on the demand.

A large crowd witnessed a very interesting game of basketball in the D.B. C.A. gymnasium last week between teams from the grocers and butchers of the town. The grocers played a great game throughout and won by a score of 28 to 20. The teams were: Grocers—J. Cleveland, J. Moore, L. Teasdale, J. Kane and J. Patterson. Butchers—L. Lennerton, F. McPherson, R. Ross, W. Wiseman and E. Teasdale.

H. E. Stirdee, of St. John, representing Quaker Oats and flour, was in several of the Nova Scotia towns last week calling on the trade.

Thomas F. White, president of the White Candy Company, of St. John,

was in Yarmouth the latter part of last week, on the invitation of the Board of Trade, to see if the prospects would warrant the firm moving the factory to Yarmouth.

The lobster season is now open and as usual there is a good demand, both at home and abroad. The first big shipment to the American market was made last week, when 566 crates, collected at points along the western shore, were sent to Boston. A record shipment of lobsters was made from Nova Scotia last week, when M. Neville & Son shipped by rail 107 cases of live lobsters for points from Amherst, N.S., to Spokane, Washington. Medium-sized lobsters are selling here for fifteen cents each.

STUDYING CANADIAN TEA TRADE.

J. Campbell Black, of Brooke, Bond & Co. is visiting all the principal centres of Canada in the interest of this firm of tea distributors with offices in London, Leeds, Liverpool, Manchester, Bradford, Calcutta, etc., who are known to most grocers probably as the first to start selling blended teas to the single shop grocer in England 35 years ago, and to combine with that the system of cash with order.

This company has used a singular selling system. Without the aid of a single traveler they have now something like 30,000 buyers of their blends in the Old Country who send cheques along with their orders. The elimination of travelers alone, Brooke, Bond claim, is worth 10 per cent. to their customers, although they have, of course, the advantage of the organization of the English wholesale houses or jobbers, whose interests they are far-seeing enough to protect.

In the course of an interview Mr. Campbell Black (who is a practical tea man and who has sold tea and studied markets for Brooke, Bond & Co. from the frontiers of Afghanistan and the Shan States to Egypt, Tripoli, Tunis, Algeria and Morocco as well as in most countries in Europe) would not say much about the policy of his company in Canada. He remarked, however, that the blended trade with "value" the link which would bind every grocer to the company, as in England, would be the most alluring. The object of his visit is merely to mark, learn and inwardly digest. Whatever they do they will sell what the Canadian public want, whether in Vancouver or Nova Scotia.

The importance of being conversant with the most expeditious and economical means of landing goods at each centre is also having attention.

Fred. J. White, of Minto Bros., accompanied by Mrs. White, left last Thursday for a pleasure trip to New York, Atlantic City and other points.

draw business. Note the tone of confidence that runs through the talk—confidence without bombastic exaggeration—and remember what your observation has often taught you, that confidence inspires confidence.

McKenzie & Martin, of Vernon, B.C., have sent us in a number of ads. which show that they have someone on the premises who knows how to prepare good copy. They take the form of long single and double-column space with heavy borders. One of these ads., while not a grocery ad., contains a good idea. It has a large heading "Watch Our Tie Window Next Saturday." It seems like a good scheme to make the newspaper ad. co-operate with the window trim. Then the enigmatic statement which follows the heading, "The purchaser of every fourth tie will get it free"—may be well calculated to arouse curiosity and bring people down on Saturday. Just to see what there is in it, and curiosity is a step on the road to business. We are reproducing one of their single-column ads., which is a very good one. The particular points of merit are contained in the little items of information, given in a brisk, unobtrusive way, about the priced articles. Take the first item "Osborne (slightly sweet) per pkt., 20c." Many ads. have such items put in as "Osborne, per pkt., 20c." The customer wants to know, naturally, something more about it than its name, and the addition of "slightly sweet" improves the item wonderfully. It is often these little thoughtful bits of information that make the difference between a good and a bad ad.

One of the recent items in Rusty Mike's Diary—which tone of wisdom has often been quoted in this column—says: "A standing card, like a disconnected telephone, is as good as any other to look and swear at, but you can't talk ter than nothing—a little. But certainly, Mike, to some extent, anyway. Even a standing card in the newspaper is better than nothing—a little. But certainly, the proper use of space is to talk in it. Say something different, or perhaps the same thing in a different way, every time the paper goes to press. Among the varied stock of a grocer, there are scores of things which admit of brief, breezy, enthusiastic description. Describe the goods. If it is oranges you are advertising, say what kind, seedless or otherwise. A word or two often suffices, without which the ad. would lack life and "snap."

It is not a bad idea to study the ads. of city departmental stores. In these institutions advertising is a very important matter, and is attended to by experts. All the items reflect the breezy tone of the jaunty opening paragraph, and describe the goods well and tersely with the maximum of effect for the minimum of words.

Stuart Watson, of Stuart Watson & Co., brokers, Winnipeg, was in Toronto last week.

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FRUITS, VEGETABLES AND FISH

Business Generally Dull in Consequence of Holiday Season—Wheat Movement to East Continues Large—Winnipeg Inspections.

The demand for green fruits has improved greatly and buying for Christmas has been quite satisfactory. An abundance of orders made the market very active. Oranges are still low, but a firmer feeling is reported and an advance should result in a fortnight's time. Lemons are selling well and are slightly lower. Christmas wreathing has been very scarce. Some dealers were sold out of holly and could not obtain supplies under any consideration. Cranberries are meeting with a better demand and are being quoted lower.

A good last-minute business is reported in vegetables. Imported varieties have been active, though prices are inclined to be high. Potatoes are easier and are being quoted slightly lower. Parsnips, carrots and turnips are the best selling domestic vegetables.

Fish continues to be active. Business is not quite as brisk, owing to the bigger demand for poultry for Christmas. Supplies have improved and dealers have not as great difficulty in filling orders. Oysters are steady. Cod and finnan haddie are brisk. There is a slight shortage in ciscoes and whitefish.

MONTREAL.

GREEN FRUITS—A very satisfactory Christmas trade was transacted Monday and Tuesday, last orders being abundant and carried in their requirements. Many dealers secured late shipments of green fruits from across the border, and this was shipped by express to their customers at the last moment. Several price changes will be noticed in this week's quotations. Kumquats are quoted 25c quart.

Bananas, fine stalk.....	1 75	2 00
" jumbos.....	2 00	2 25
Cocoanuts, new, per bag.....	4 50	
Lemons.....	3 00	3 25
Florida oranges, box.....	2 75	3 00
Mexican oranges, box.....	2 50	
Porto Rico oranges, box.....	2 50	
Jamaica oranges, bbl.....	4 25	
Valencia oranges.....	2 75	3 25
Tangerines, half-box.....	3 00	
Pineapples, case.....	3 50	4 50
Grape fruit, box.....	3 00	5 50
Almeria Grapes, keg.....	4 00	5 00
Cape Cod cranberries, bbl.....	10 00	11 00
Nova Scotia cranberries, bbl.....	6 00	7 00
Kumquat, qt.....	0 25	
Apples, Jamaica, 1/2 bbl.....	4 00	5 00
" other fall varieties, bbl.....	3 25	5 00
Evergreen wreathing, bale.....	2 00	
Mistletoe case.....	6 00	

VEGETABLES—A good last minute trade was done by local dealers Monday and Tuesday of this week. Many of them received the first day their late shipments of American vegetables and these were delivered to their customers in time for the Christmas trade. Prices generally were felt to be high, but a good trade was transacted nevertheless. Late advances made early purchasers feel that they were wise in placing their orders as they did. Egg plants, green peas and American parsley are three new lines quoted this week.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sege, per doz.....	0 60
Savory, per doz.....	0 60
Cabbage.....	0 30 0 35
Turnips, bag.....	0 65 0 75
Celery, doz.....	0 25 1 00
California celery, crate.....	5 25
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	8 50
Green peppers, crate.....	3 50

Boston hot house cucumbers, doz.....	2 00
Potatoes, per bag.....	0 90 1 00
Sweet Potatoes, basket.....	3 00
Beets bag.....	0 60 0 65
Carrots, bag.....	0 60 0 65
Tomatoes, Florida, crate.....	5 00
Tomatoes, hot house, per lb.....	0 30
Spanish onions, small crates.....	0 75 1 00
" large crates.....	2 25
Canadian onions, lb.....	0 01 0 01 1/2
Boston lettuce, hot house, per doz.....	1 00
New Orleans lettuce, doz.....	0 80
New Orleans shallots, doz.....	0 75
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horseradish, per lb.....	0 10 0 12
Beans, green, basket.....	5 00
Beans, wax, basket.....	5 50
Egg plant, doz.....	2 00
Green peas, basket.....	6 50

FISH—A good trade was done early this week in oysters, which continue to be quoted at the old prices. Supplies are much better than they have been and dealers are quite able to take care of all orders. Various lines of fresh and frozen fish sold in fair sized lots for to-day's trade. Demand for other lines is about the same as it usually is at this season.

Fresh and Frozen Fish.

Haddock, express, per lb.....	0 04 1/2	0 15
Halibut, express, per lb.....	0 03 1/2	0 09
Mackerel, ".....	0 10	
Dore, ".....	0 07 1/2	0 09
Pike, lb.....	0 06 1/2	0 07
Cod fish, l.....	0 04	0 04 1/2
Steak cod, lb.....	0 05	0 05 1/2
Whitefish, lb.....	0 06 1/2	0 10
B. C. salmon, lb.....	0 08 1/2	0 08
Qualla Salmon, lb.....	0 07 1/2	0 08
No. 1 Smelt, lb.....	0 09	0 10
New tomcods, lbl.....	1 80	2 25
Sea herring, bbl.....	1 80	1 90
Smoked and Salted—		
Haddies, boxes, per lb.....	0 08 1/2	
Kipperd Herring, 50 in box.....	1 00	
Smoked herring, per small box.....	0 16	
Yarmouth Bloaters, per box.....	1 20	
St. John bloaters, box.....	1 00	
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 06	0 09
Boneless fish, 20-lb. boxes, bricks.....	0 05 1/2	
Boneless fish, 25-lb. boxes, per lb.....	0 05	
St. John bloaters box.....	1 00	
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....	1 50	
Selects, bulk, gal.....	1 70	
Malpeques, bbl.....	8 00	10 00
Paper pails, 100, pint size.....	0 80	1 10
" 100, quart size.....	1 00	1 25
Boiled lobsters, lb.....	0 18	
Live lobsters, lb.....	0 15	
Pickled fish—		
No. 1 Labrador herring, per bbl.....	5 60	
" " per half bbl.....	3 15	
No. 1 Nova Scotia, per bbl.....	5 25	
" " per half-bbl.....	2 80	
No. 1 Haddock, bbl.....	6 50	
No. 1 Pollock, bbl.....	6 00	
No. 1 Mackerel, 20-lb. kits.....	1 75	
No. 1 ss a trout, 100 lb. kits.....	6 00	
Small Green cod, per bbl.....	6 10	
Medium " " ".....	7 50	
Large " " ".....	8 00	
Labrador Salmon, 1-bbls.....	7 00	
Salt sardines, bbl.....	5 50	
" " 1/2 bbl.....	3 25	
No. 1 salt cels, lb.....	0 07 1/2	

TORONTO.

GREEN FRUITS—Business has been very brisk. In addition to considerable outside trading, the local demand has been strong. Dealers report all lines to be selling well. The orange situation has a steadier tone. Arrivals are not as heavy and are a finer quality. Prices are still unusually low and cover a wide range. They can't remain at this low level long and should be higher in a fortnight or so. Lemons are meeting with a fair demand and are being quoted lower. Holly is very scarce and is practically done. Grape fruit, tangerines and almerias are active. Cran-

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Rose Brand Navels
Volunteer Brand Navels
Rainbow Brand Navels

Mexican Oranges
Florida Oranges
Bahama Oranges
Jamaica Oranges
Valencia Oranges

California Lemons
Messina Lemons

Also full lines of Nuts, Figs, Dates, etc.
Send us your sorting up orders and you will be surprised at the low prices.

THE

1908

LEADER—

"Golden Flower"

Grown and Packed by

The Redlands Golden Orange Association
Redlands, Calif.

berries have declined and are still slow.

Oranges, Florida's new	2 25	3 00
Oranges, Mexicans, new	2 00	2 15
" naval, new	2 50	3 00
Lemons, California, 240, 300, 360, 420	3 00	3 75
" Messinas, new crop	2 50	3 00
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2	2 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
ui nces, per basket	0 50	0 60
Cranberries, per bbl.	9 00	11 00
Almeria grapes, per keg	4 00	6 50
Tangerines	3 00	4 00

VEGETABLES—The market is somewhat easier. Prices have not changed materially. Potatoes are slower and slightly lower. The demand is never sharp at this season. Some good samples have arrived on the local market. Carrots, turnips and parsnips are selling well and are unchanged. California celery is active. Sweet potatoes are steady.

New Brunswick Delawares, per bag	0 95	
New potatoes, Canadian, per bbl.	1 90	
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 30
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Jarrots, Canadian, per bag	0 60	0 70
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.	0 25	
Celery, Canadian, per doz.	0 35	0 40
" california, per doz.	0 75	
Lettuce, imported	1 35	
Cucumbers, imported, per doz.	2 00	
Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	
Whitefish, winter caught, per lb.	0 10	

FISH—Business is not as brisk as usual. A quieter tone prevails throughout the market. The mild weather has weakened the demand for oysters. Lobsters are fairly active. Whitefish is very scarce. Ciscoes are also hard to obtain. Herring is selling well. Qualta salmon is fairly active. Cod, finnan haddie, mackerel and halibut are steady. No material change is reported in the prices.

Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb.	0 07 1/2	0 08
" jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Qualta, 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	

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

FISH! FISH!

TO START THE NEW YEAR

First car this season's catch

Halifax Frozen Sea Herrings

LARGE BRIGHT.

Halibut, Sea Salmon, Smelts, Haddies, Oysters, Ciscoes, Bloaters

A most complete and comprehensive stock of high-class fish.

WHITE & CO., Limited, TORONTO

LET YOUR RESOLUTION BE

"ST. NICHOLAS"

W. B. STRINGER & CO.

SOLE AGENTS, TORONTO, 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.

THE CANADIAN GROCER

**BEGIN THE
NEW YEAR**

By handling the
FAMOUS

"BRONCO"
Brand

Navels. The Brand that has
Made California Famous.

White & Co.
Limited
Sole Agents
Toronto

Malpeques, per gal.....	1 85	2 00
Oysters, per gal.....	1 85	1 85
Shell oysters, blue points, per 100.....	1 50	1 50
Bloaers box.....	1 50	1 50
Kippered Herring.....	1 75	1 75
Smelta, fresh caught.....	0 10	0 10
Gold eyes.....	0 06	0 06

EXCELLENT B.C. FRUIT.

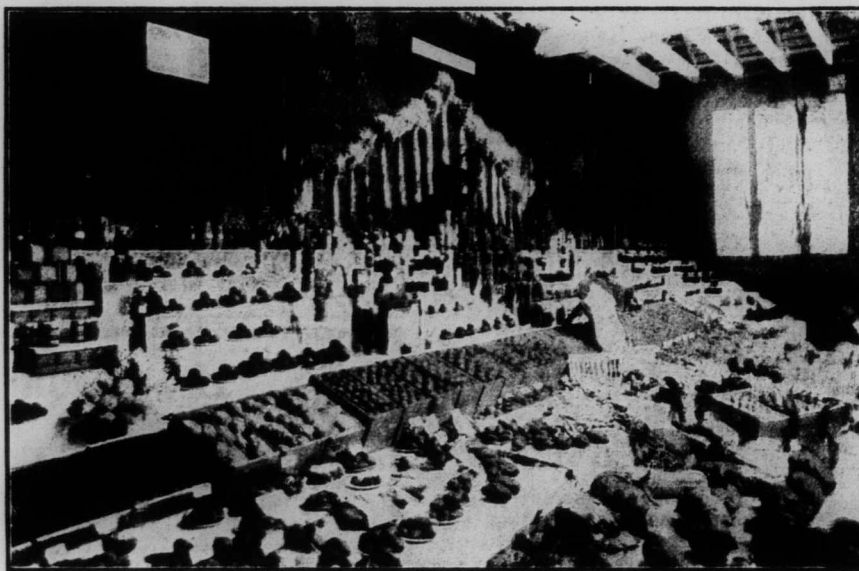
Chilliwack District Takes Awards at New Westminster Exhibition.

The accompanying photograph illustrates the exhibit of the Chilliwack district at the recent R.A and I Society's

In all 602,309 barrels of apples were shipped from Montreal against 378,777 barrels last year, an increase of 223,532 barrels. Of boxes, 28,972 were shipped, against 23,430 last season, an increase of 5,542.

From Quebec 24,701 barrels were shipped, as against 13,882 barrels in 1906, which means an increase of 10,814 barrels. This season 796 boxes were exported, against nil last year.

South Africa took 2,830 barrels and 350 boxes but all the rest was dis-



FRUIT EXHIBIT AT NEW WESTMINSTER.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

exhibition at New Westminster. The district was fortunate in carrying off first prize on this exhibit, this, by the way, being the third time it has been awarded that honor. The exhibit in quality of fruit packing and general arrangements makes an exceedingly fine showing.

INCREASED APPLE EXPORT.

Montreal and Quebec Show Larger Shipments for 1907.

There is noticeable a substantial increase in the apple exports from the ports of Montreal and Quebec this year, as compared to 1906.

tributed through the Old Country as follows:

London, 60,514 barrels and 1,081 boxes; Liverpool, 259,646 barrels and 4,165 boxes; Glasgow, 228,447 barrels and 22,751 boxes; Leith, 9,138 barrels and 619 boxes; Manchester, 22,202 barrels; Bristol, 18,758 barrels and 6 boxes; Dublin and Belfast, 161 barrels and 613 barrels which were distributed over various ports.

INCREASING OYSTER TRADE.

Grocers and retail fish dealers throughout Canada are enthusiastic over the merits of the National Oyster Company's "Sealshift" method of handling oysters. "Why," said a Toronto grocer in a choice residential section, the other evening, "that method has increased my oyster sales fully twenty per cent. The people are delighted with the clean appearance of the bivalves and come again and again for them.

Geo. E. Bearn, of John Bearn Co., Winnipeg, was calling on the trade in Toronto last week.

Mr. Wagstaffe, of the Wagstaffe Preserving Co., Hamilton, was in Toronto on Monday and called at The Grocer office. The company has just received the first car of Seville bitter oranges for marmalade and to receive these goods at this time of the year constitutes a record.

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.

**We wish all our Friends
A JOYOUS CHRISTMAS and NEW YEAR.**

DAWSON COMMISSION CO., - TORONTO

J.V DE YBARRONDO & CO
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS
R. ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &

BORDEAUX FRANCE

Shippers Also of
**All Canned
Vegetables,
Pure White Wine
Vinegar,
Clarets, Brandies
and Champagnes.**



"GOING SOME"

The above is the inelegant, but forceful way that one merchant spoke to us of the rate at which

Halifax Shredded Codfish

is selling. He meant that it was selling rapidly.



Atlantic Fish Companies

Limited

LUNENBURG, N.S.

How are your sales? It ought to be easy to sell "HALIFAX" Shredded Codfish at this time of the year.

1907

Ask Your Grocer

for

1907

Brunswick Brand

$\frac{1}{4}$ Oil Sardines
Sanitary and Hand

Finnan Haddie

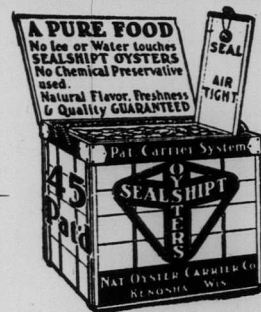
Klippered Herring

Clams and Scallops

All New Pack

Connors Bros., Limited

Black's Harbor, N.B.



The New Way

No water, no preservatives; oysters in a sealed, sanitary 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.

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.

WE ARE READY

To open up this new year with greater facilities and larger stocks than at any time in our history. During the past year our business has increased by leaps and bounds which has necessitated our obtaining larger premises and within a couple of weeks we will occupy our new building, which will include a complete freezing and storage plant, giving us unexcelled facilities for handling

FISH AND OYSTERS

We will let you have a full list of quotations on request and assure you we spare no effort to give our customers the utmost satisfaction.

THE F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors

76 Colborne St., TORONTO

F. T. JAMES, Manager

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

from the deep, pure waters more than 100 miles east of New York in Narragansett, Peconic and Gardiners Bays.

Finest Flavor and Best Condition

H. C. ROWE & CO.'S
SUPERIOR OYSTERS
 for sale by
White & Co., Ltd.
Toronto and Hamilton
 who can also furnish illustrated pamphlets, folders, etc., on application.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
 91 Place d'Youville, - Montreal

STUART WATSON & CO.
 P.O. Box 144, - WINNIPEG

Proprietors,
FRED^K. FISHER & SONS
 Green Fruit Experts
 "St. Magnus" House,
LONDON, - ENGLAND

TRADE NOTES.

Jas. Watt, grocer of Toronto, has sold to J. T. Peck.

The Ellis Trading Co., Shepard, Alta., has been dissolved.

T. Briscoe, general merchant of Earlton, Ont., has assigned.

H. Renaud, grocer of Montreal, Que., has made an assignment.

John McOrmond, grocer of Haileybury, Ont., has assigned.

J. S. McCallum, general merchants of Mundare, Alta., has assigned.

The Northern Supply Co., Temagami, Ont., has made an assignment.

R. Bruce, Unglia & Co., grocers of Edmonton, Alta., have assigned.

J. W. Pybus & Co., grocers of Sault Ste. Marie, Ont., have assigned.

R. J. M. O'Neil, grocer of London, Ont., has made an assignment.

D. A. Trehame, Appin, Ont., has sold his general store to A. Macfie.

Jeone & Humkle, general merchants of Rosenroll, Alta., have assigned.

Ferris Alterne, general merchants, of Cobalt and Latchford, have assigned.

Wm. Darling, Olds, Alta., has taken over the general store of H. Gillett.

M. Shantz, Didsbury, Alta., has taken over the general store of E. J. Collison.

Horne & Spice, general merchants of Lacombe, Alta., have sold to W. E. Lord.

Coburn Bros., general merchants of McAdam, N.B., have sold to D. McDade.

The general store of W. A. Clark, Bladworth, Sask., has been destroyed by fire.

Rich. J. Frampton, general merchant of Orangeville, Ont., has made an assignment.

E. Dechene, general merchant of Price's Village, Que., has made an assignment.

W. F. Wendt, Edberg, Alta., has taken over the general store business of Edstrom Bros.

The Wasser-McCann Co., general merchants of Herbert, Sask., have been succeeded by J. E. Sullivan.

The Canadian traveling staff of Holbrook's, Limited, have issued a very attractive holiday greeting folder which is being sent to their customers.

The firm of Geo. E. Tuckett & Co., tobacco manufacturers, Hamilton, Ont., has been converted into a joint stock company. According to the articles of incorporation, it will be in the future known as Tuckett, Limited. The head-office will continue to remain in Hamilton.

Geo. E. Bristol, of Lucas, Steel & Bristol, Hamilton, has remembered his friends in the trade this year with a beautifully printed holiday folder which is given an appreciated personal touch by the fact that a photograph, a remarkably pleasing reproduction, is included.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

WANTED.

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

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.

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.

The official Wholesale Grocers' Directory of U. S. for 1908 is just out (being the 14th year of publication). A copy before us shows 2,595 names, all of which are exclusive jobbers. There have been a great number of changes within the last twelve months, but this is complete and absolutely correct to date.

A Man's Evening Pipe is most enjoyed when
it is filled with delicious

T. & B.

The verdict of thousands of smokers is that **T. & B.** is the best pipe tobacco ever sold; because it is pure, properly grown tobacco, cured and flavored to perfection. It is mild and fragrant, and never clogs a pipe or bites the tongue.

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

"I Guess So"

Such an answer to a smoker's enquiry as to the merits of a cigar is all right if you are indifferent to success, but it is the man who can say "I KNOW" that succeeds. If you are asked what are the best brands of cigars "KNOW" and answer

Royal Sport and Hogen Mogen

Smoke one of each yourself to be posted.

The Sherbrooke Cigar Co., Sherbrooke, Que.

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

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

No money required. We furnish capital.

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

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

MARITIME PROVINCES HOPEFUL

Bright Outlook for Future Business in Eastern Canada—Interview With a Leading Business Man of St. John.

"The turn of the Maritime Provinces is coming," said W. Shives Fisher, of Emerson & Fisher, leading wholesale firm of St. John, N.B., with cheering confidence, when interviewed as to the state of affairs in his part of the country by the MacLean Publishing Co., at the Windsor Hotel, Montreal. The vigorous personality of the speaker seemed to illustrate the progressive spirit now dominating the provinces, while his inspiring optimism as to the future was a welcome relief to the hard times talk of the present moment.

In reply to a question as to how the financial situation was likely to affect the commercial progress of the Maritime Provinces, Mr. Fisher said that the business depression of to-day was less likely to influence seriously that portion of the Dominion than any other. Business, as a rule, was steadier there than elsewhere, and while the progress in trade had been of consistent growth, there had been no boom, thus giving no loophole for slumping reaction of a similar ratio. Again the natural resources of the Maritime Provinces, while rather slow in their development, were becoming more fully recognized. The people too, were more imbued with the possibilities of the country. "It only requires a little consideration," said Mr. Fisher, warming to his topic, and a glance over the field, to see the reason for this progress, and for confidence in the future. Take, for instance, the vast coal areas of the Maritime Provinces, Cape Breton, Pictou and Cumberland counties are practically great coal beds. The percentage of the area that has so far been opened out, as compared with the total that is available, is very small. In New Brunswick, a province which, at one time, was not supposed to be possessed of any mineral wealth, there has been developed in the past few years large coal areas in Queen's County which suggest possibilities of greater hidden wealth in other districts. Then again, recently in Gloucester County, a very large iron deposit has been found, and within a few weeks the entire rights to the property were purchased by the Drummonds of Montreal. The new owners claim that they have in this property one of the largest and most important deposits of iron in all Canada, estimating the amount of good trade ore at not less than 10,000,000 tons. The company state that it is their intention to develop the property without delay, and if the results equal their expectations they will construct large furnaces on the spot. Then again, the Dominion Iron and Steel Company are spending considerable money at Lepreaux on the Bay of Fundy in making tests as to the quantity and quality of the iron ore known to exist there. Up to now the results have been very satisfactory. In many sections of Nova

Scotia gold is found, while copper is known to exist both here and in New Brunswick.

"What about the other sources of wealth in the provinces?"

"Well," replied Mr. Fisher, "in considering these, lumber naturally heads the list. The growing scarcity of timber for the production of lumber, pulp, and all wooden goods, is becoming more keenly felt the world over. You can see therefore, that the great lumber areas of the provinces are becoming yearly a greater source of wealth. Within the past year or two a new market for New Brunswick lumber has been found in Ontario, and during the past season the consignments sent west were large.

"Then," continued the speaker, "take the fisheries. With 5,600 miles of sea coast in the three provinces, the fishing industry is one of great and growing importance. The annual value of the yield is about fourteen million dollars. With the improved methods of handling, curing, and marketing, the industry, as new markets are continually being found, will become increasingly valuable. The shipments of fish from the Lower Provinces to the west are now quite an important factor in the trade. The fruit industry, too, is one of growing importance, the yield of apples from the Annapolis Valley for the past year exceeding 500,000 barrels. The fruit finds a ready market chiefly in Great Britain, where shipments are made regularly through the winter. Storage warehouses have been built at various centres, which, coupled with greater care in packing and inspecting, are helping very much in marketing the product, and securing the highest ruling prices.

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

**CLAY
PIPES**

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

D. McDOUGALL & CO., Glasgow, Scot.

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 CANADIAN GROCER

During the past few years, it has been fully demonstrated that the St. John River Valley is capable of growing apples of excellent quality. Each season a large addition to the acreage under cultivation is being made, and it is expected within a few years that apples will be one of the most important crops in that district. Another interesting phase in the development of the past few years, has been the shipment of large quantities of potatoes from the counties of Carleton, Victoria and Madawaska to Ontario where the quality of the New Brunswick tuber is greatly appreciated. A few years ago there was a big business done in shipping potatoes into the States, but the prohibitive duty placed upon them by the Americans shut them out of that market. Ontario, however, has proved an excellent substitute.

"Then, again," said Mr. Fisher, "while treating of the natural resources of the Maritime Provinces the present and prospective value of their agricultural wealth must not be overlooked. Unfortunately up to a very recent date, and in fact even at the present time, too little attention has been paid to farming pursuits, with the result that taking the country as a whole, there exists a good deal of backwardness in this direction. Some districts, however, notably Prince Edward Island and some sections in both Nova Scotia and New Brunswick, are happy exceptions. The possibilities in store in connection with agricultural development, especially dairying and sheep-raising, are hard to estimate. But the farmers must be educated to a fuller realization of their opportunities. At the present time they are buying food products which they should raise for themselves. In fact, the farmers should go a great deal further than this, and should produce large quantities of food products for export, for they have at their command lines of steamers running regularly from the ports of St. John and Halifax to London, Liverpool, Bristol, Glasgow, the West Indies, as well as to European and South American ports, thus giving them easy access to the greatest markets of the world.

"You ask me as to the industrial outlook. Well, this is greater than is generally supposed, and it may be interesting for you to know that in many lines of manufacture which have grown up in the past few years our people are not only able to meet the requirements of our own markets, but are making extensive shipments to Quebec, Ontario and the Northwest. I have now before me a list of the names of some 120 manufacturers scattered through the Maritime Provinces who are shipping increasing quantities of their goods to the West. In fact, in talking with the general freight agent of the Intercolonial, a few days ago, he informed me that whereas it was quite the rule a few years ago to haul a great many empty cars west, this had become a thing of the past, and that the shipments of manufactured goods, and natural products, from the Maritime Provinces west

over the Intercolonial had grown so large that such a thing as an empty car going west was unheard of. In fact, all the new cars being built by Rhodes, Curry & Co., Amherst, were generally sent west loaded. This, as you can see, shows the change that has gradually, and almost imperceptibly come about. These are the reasons, therefore, why the people of the Maritime Provinces have cause to look hopefully to the future, and to feel that the turn of the east, for its share in the great national prosperity has arrived."

Replying to a question as to the development that has taken place at St. John in connection with the winter traffic, Mr. Fisher continued: "The people of this country are pretty well aware of the sacrifices that the citizens of St. John have made in order to equip the port with the facilities required to divert the traffic from American to Canadian channels. Up to now about one and a quarter million dollars, in round figures, have been spent to bring about this end. At the outset, no thought of spending any such sum was entertained, but year by year the steady growth of the traffic has made it necessary to add to the equipment of the port, always in the expectation, that the Government of the country would finally take over and make it a national undertaking; and it has been with this idea constantly before them that the St. John people have been willing to face the burden of increased debt thus placed upon their shoulders."

POINTS ABOUT CHEESE.

Dominion Dairy Commissioner Addresses Ottawa Retail Grocers.

J. A. Ruddick, Dominion Dairy Commissioner, recently addressed the Retail Grocers' Association, of Ottawa, on points in the handling of butter and cheese. The substance of the address, which will be of interest to grocers generally.

In opening, Mr. Ruddick said that he recognized the retailer as a great factor in business, and he always took care when on his Old Country trips to interview the small shopkeeper as to the state of trade. In regard to cheese, Mr. Ruddick spoke his emphatic belief that it was one of the best foods in the world. One pound of it was equal to two and a half pounds of beef, and he would like to see as much as possible sold in Canada. In the Dominion the annual consumption per capita only equalled three pounds, against thirteen in Great Britain. The speaker made a good point when he called the attention of his hearers to the fact that grocers did not get the best cheese from the manufacturers. "It is almost impossible to get good cheese on the average Canadian table," he said. "Without disrespect to their ability as business men," he went on, "the average grocers are not good judges of cheese, and are frequently imposed on by the manufacturers. The cheese they get are too often culls. The cheese-makers know that they cannot sell a poor batch of cheese to the exporter, so they palm it off on the grocer.

"Beware of the cheese man offering a few boxes for sale," continued Mr. Ruddick. "They're acid, or dry, or sour, or soft, or wrong in some other way, in plain language, they're culls."

The Dairy Commissioner thought that a few cents here or there was not to be considered against the getting of a good article. A year-old cheese, to the speaker's mind, was better than a three-months'-old article. It was better to buy a year's supply in June, and the cheaper price would pay the keeping over. Later on, during the hot weather, making caused a strong taste. Sixty degrees was the best temperature to cure in. In curing cheese, it lost about one pound a box a month, but dipping it in paraffin wax prevented this loss to a great extent.

A good and well noted aspect of the home trade was referred to in the words, "There is in Canada an enormous demand for good cheese, which is not satisfied because the people do not get what they want."

In regard to purchases, Mr. Ruddick said he would prefer to buy from a big dealer rather than from a smaller one, as there would be less danger of getting poor cheese. After a cheese is cut, one of the halves should be dipped in wax if the demand was not sufficient to use up the whole cheese at once. This was doubly true in reference to small cheese. This dipping prevented serious loss from evaporation, which might be considerable, as one-third of cheese is water.

Butter, the speaker said, was best when first made. Keeping it at too high a temperature was ruinous to the goods. But it could be kept for a year well at zero, and, of course, the higher the temperature the shorter the life. In country stores, where a great deal of butter is handled in trade, a cold storage equipment of some kind should be put in. Butter should not be shipped in second-hand boxes, and any creamery man who did so showed very poor taste and hurt the trade. Every precaution should be taken to prevent butter and cheese, too, from absorbing odors.

TO BOOM ST. JOHN INDUSTRIES.

The Board of Trade of St. John, N. B., has recently issued a booklet calculated to develop an interest in the commercial and manufacturing possibilities of this bustling eastern city. Typographically, the book is beautiful and altogether it is the equal of anything of the kind we have seen. The illustrations, which are excellent, as well as profuse, show the city's harbor, wharves and shipping facilities, municipal buildings and the extensive manufacturing concerns already established.

J. A. Vailancourt and F. X. St. Charles were re-elected directors of the Bank of Hochelaga at the annual meeting recently held in Montreal.

Sir Robert Reid was elected a director of the Lake of the Woods Milling Company, replacing the late F. H. Mathewson, at a meeting of the directors last week. Sir Robert is a director of the Bank of Montreal, C. P. R., Reid Newfoundland Company, and Royal Trust Company.



It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY ALL DEALERS

"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.

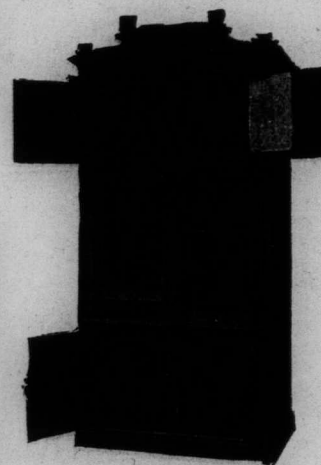
Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co.
BERLIN, ONT. LIMITED

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."



Still the
Best on the
Market

**Arctic
Refrigerator**

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

**John Hillock
& Co., Ltd.**

Toronto

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

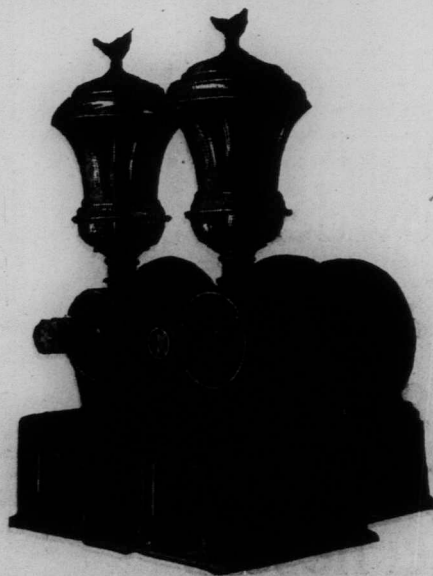
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COLES Electrically Driven Coffee Mills

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 the wear of grinders and saving current.



Our
Grinders
Wear
Longest

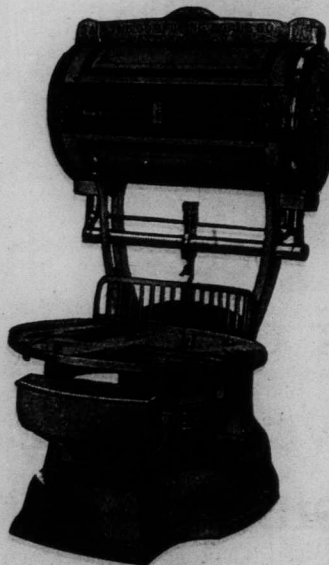
Grinding
Capacity

Granulating 2 lbs.
per minute

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

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show
Value**

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Crain

Binder Mechanism

for simplicity, ease of operation and strength is without a peer.

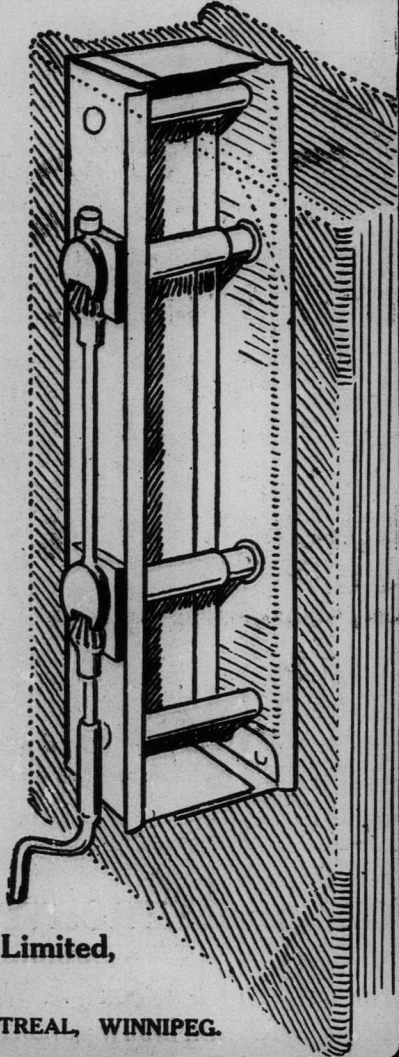
The frame is of cold rolled steel. The screws in the nickel-plated brass working posts are turned by bevel gears, the gear-wheels of which are of hardened steel and operated by the rod over which the key fits. The two smaller posts strengthen the binder and keep sheets in proper alignment.

No spring or ratchets are used. Direct pressure after the principle of a vise, securely binds the leaves at points 1-500 of an inch apart. When locked the only way to get a leaf out of a Crain ledger is to tear it out.

Send for our booklet which gives complete information.

The Rolla L. Crain Co., Limited,
Ottawa, Canada.

Branches: TORONTO, MONTREAL, WINNIPEG.



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.



THE PLAN

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

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY, BLAIN CO., TORONTO**

Canadian Agents

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

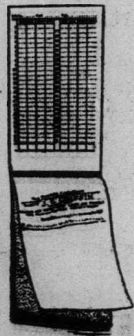
Prevent Misunderstanding!

Keep an accurate and simple record of all goods sold by using our

"DUPLEX"

COUNTER CHECK BOOK

Many grocers have felt the need for a check book that has both white and colored checks—one for originals, the other for duplicates. That's the simplest way of knowing how much is coming to you, from whom and what for. Write and let's tell you all about it!



The Carter-Crume Company, Limited
Toronto and Montreal

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., HAMILTON, Ont
OF CANADA



“SURPRISE” Soap Wrappers
are
RED and YELLOW



The Box is Attractive

It isn't very much work to remove the covers of the boxes. Why not open up several and place them in your window during the dull season. They make an attractive display—a bright color effect.

We will be pleased to send on application advertising designs that will assist in making a good display.

It is worth while to continually call to the attention of your customers that you handle the BEST in every line.

While “Surprise” Soap is a pure, hard soap, it is sold at the usual laundry soap price.

— Made By —

The ST. CROIX SOAP MFG. COMPANY,

Factory at St. Stephen, N.B.

Branches : Montreal, Toronto, Winnipeg, Vancouver, West Indies.

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 store-keepers 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 Cannery

We know of some cannery 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 cannery.

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.

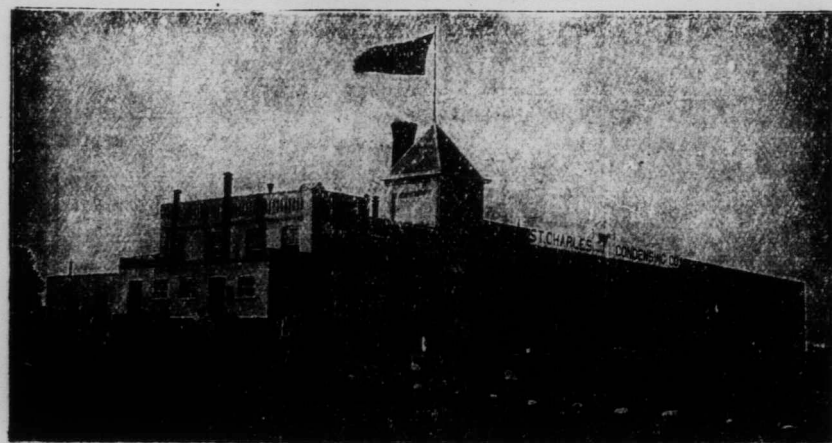
Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

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.

12-38 Grey Nun Street, MONTREAL

LIMITED



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

given Highest Award at World's Fair at
Louis, Mo., 1904. Proven the purest and best
and for many purposes **PREFERABLE TO
FRESH MILK.** Can be purchased through
any wholesale house.

St. Charles Condensing Co.



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., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON, - ENG.
LIMITED

T. LIPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
3-lb. tins, 2 doz. in case, per lb. 0 07½
5 and 7-lb. tin pails, 5 and 2 pails in
crate, per lb. 0 07½
7 and 14-lb. wood pails, per lb. 0 07½
30-lb. wood pails, per lb. 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
3-lb. tins, 2 doz. in case, per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07½
30-lb. wood pails, per lb. 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case, per doz. \$1 60
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Jelly Powders



"Shirriff's" (all flavors), per doz. List price
Discounts on application, 0 90

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



Tierces 0 09½ 20-lb. tins 1 90
1-bbls. 0 09½ Cases 3-lb. 0 10½
Tubs, 60 lbs 0 09½ 5-lb. 0 10½
20-lb. Pails 2 00 " 10-lb. 10½

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans, per can 2 00
Licorice lozenges, 5-lb. glass jars, 1 75
" " 20 5-lb. cans, 1 50
"Purity" licorice 10 sticks, 1 45
" " 100 sticks, 0 75
Dulce large cent sticks, 100 in box,

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and
Toronto
Quart bottles, 2 doz., per doz. 2 90
Pint " 2 " " " 1 85
BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, 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 3 40

Mince Meat.

Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COOLMAN'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, per jar. 0 25
F. D. 4-lb. tins, per doz. 0 85
" 1-lb. tins 1 45

Olive Oil.

LAFORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" pta. 24's 4 25

Orange Marmalade.

T. LIPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, 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 & Laflamme, 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.

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 80 1-lb.
pkgs.) per box, \$3 00.
Case of 50. pkgs. containing 90 pkgs., per
box, \$3



MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages, \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " } 2 75
" 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkg.
1 case 2 85
5 cases 1 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.
Mazpols soap, colors per gross \$10 30
" black, 15 30
Oriole soap, 10 30
Gloriola soap, 12 00
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 " 8-lb. " 0 07
Canada laundry, 0 06
Silver gloss, 6-lb. draw-lid boxes, 0 08
Silver gloss, 6-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, bbla. and kegs, 0 06½
Canada White Gloss, 1-lb. pkg. 0 06½
Benson's enamel, per box 1 50 to 3 00

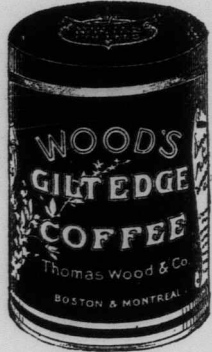
Culinary Starch—
Benson & Co.'s Prepared Corn, 0 07½
Canada Pure Corn, 0 06½
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " 1 " or blue,
4-lb. lumps, 0 8½

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 06
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb. 0 07
Barrels, 200 lb. 0 06½
Kegs, 100 lb. 0 06½

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy tins, 3 in case, 0 08
6-lb. enameled tin canisters, 3
in case, 0 08
Kegs, ex. crystals, 200 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. 10 06
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 48 cartons, per case, 2 80

IT'S THERE

Full value every time, no Fluctuation, a standard article, good as gold without alloy.
The quality that suits.



"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans.

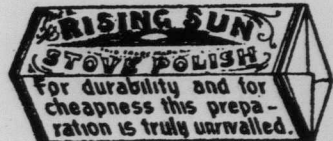
Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½
SAN TOY STARCH.	
pkgs, cases 5 doz., per case.....	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07½
Durham corn starch, 40 lb.....	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.....	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-8 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 07
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
4-in. glass, 1-lb. packages, 40-lb	0 06½
Coldwater Ivoryine Starch, per	
box, 40 pkgs.....	3 00
Stove Polish	
	Per gross.
Rising Sun, 6-oz. cakes, 1-gross boxes	\$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes...	10 00
Sun Paste 5c. size, 1-gross boxes....	5 00



JAMES' DOME BLACK LEAD	
	Per gross
6a size.....	\$2 40
2a ".....	2 50

NICKLE PLATE STOVE POLISH.	
Pints.....	2 90
Quarts.....	5 40
3 gallons.....	5 10
Gal ns.....	4 80
gallons.....	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "
Plain tins, with label—	
2-lb. tins, 2 doz. in case.....	2 40
5 " " ".....	2 75
10 " " ".....	2 65
20 " " ".....	2 60
(5, 10 and 20 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " ".....	2 75
10-lb. " 6 " ".....	2 65
20-lb. " 3 " ".....	2 60

Teas.	
SALADA CEYLON.	
	Wholesale. Retail.
Brown Label, 1-lb.....	\$0 20 \$0 25
" " 1-lb.....	0 21 0 26



SALADA CEYLON.	
	Wholesale. Retail.
Brown Label, 1-lb.....	\$0 20 \$0 25
" " 1-lb.....	0 21 0 26

Green Label, 1's and 1's.....	0 22	0 30
Blue Label, 1's, 1's, 1's and 1's ..	0 30	0 40
Red Label, 1's and 1's.....	0 26	0 50
Gold Label, 1's.....	0 44	0 60

LIPTON'S TEA



Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " 1's and 1's.....	0 22	0 30
Orange " 1's, 1's and 1's	0 30	0 40
Pink " 1/2's & 1's, tins	0 35	0 50
Red " Dominion blend,		
1/2's and 1's.....	0 44	0 60
Gold " Afternoon blend,		
1/2's and 1's.....	0 50	0 70



Blue Label, 1-lb.....	\$0 19	\$0 25
Blue Label, 1/2-lb.....	0 22	0 30
Orange Label, 1's and 1's	0 28	0 40
Brown Label, 1's and 1's	0 30	0 40
Green Label, 1's and 1's	0 35	0 50
Red Label, 1's.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs.....	0 25
Princess Louise, hf c, 80 lbs.....	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.....	0 18
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and 1/2-lb.....	\$ 0 35	\$0 50
Blue Label, 1-lb. and 1/2-lb.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, 1/2-lb.....	0 30	0 25
Japan 1-lb.....	0 19	0 25



BLUE RIBBON TEA CO., TORONTO.	
	Wholesale. Retail.
Yellow Label, 1's and 1/2's.....	0 20 0 21 0 25
Green Label, 1's and 1/2's.....	0 22 0 30
Blue Label, 1's and 1/2's.....	0 25 0 35
Red Label, 1's, 1/2's, 1's and 1/2's ..	0 30 0 40
White Label, 1's, 1/2's and 1/2's ..	0 35 0 50
Gold Label 1's and 1/2's.....	0 42 0 60
Purple Label, 1/2's and 1/2's.....	0 55 0 80
Embossed, 1/2's and 1/2's.....	0 70 1 00



Cases, each 60 1-lb.....	\$0 35
" 160 1-lb.....	0 35
" 80 1-lb.....	0 25

MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1/2-lb.....	0 70	1 00
" " " 1-lb.....	0 55	0 80
" " " 1/2-lb.....	0 42	0 60
" " " 1 lbs. & 1/2-lb.....	0 40	0 60
" " " 1 lbs. & 1/2-lb.....	0 35	0 50
" " " 1 lbs., 1/2-lb. & 1/4-lb.....	0 30	0 40
" " " 1 lbs. & 1/2-lb.....	0 22	0 30
" " " 1 lbs.....	0 21	0 26
" " " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Black Label, 1-lb., retail at 15c.....	\$0 20
" " " 1-lb.....	0 21
Blue Label, retail at 50c.....	0 22
Green Label.....	0 30
Red Label.....	0 35
Orange Label.....	0 42
Gold Label.....	0 55

THOMAS WOOD & CO.
Montreal and Boston



	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod.....	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s.....	\$0 40
" Amber, 8s. and 12s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51

Chewing—Currency, 12s. and 6s.....	0 45
" Old Fox, 12s.....	0 48
" Snowshoe, 6s.....	0 51
" Pay Roll, 7s.....	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6s.....	0 45
" Fair Play, 8s. and 12s.....	0 53
" Club, 6s. and 12s.....	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10.....	\$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20.....	53 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40.....	55 00
J. C. OI, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1/2, 1-12—1-6.....	0 48
Quessnel, 1-4, 1-2.....	0 60
" 1-3.....	0 65
Cote's Choice Mixture, 1-lb tins.....	0 75
" " 1-lb.....	0 70
" " 1-lb.....	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	\$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBOO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bamboo handles, very light and strong.

A-4 string, plush finish.....	\$4 70
B-4 " fancy ".....	4 00
C-4 " plush ".....	4 10
D-4 " fancy ".....	3 95
F-4 " wire ".....	3 65
G-3 " ".....	3 40
I-3 " ".....	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.....	\$11 00	No. 1, per doz.	9 0
No. 2, ".....	7 50	No. 3, ".....	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails.....	\$1 90
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARD.

Pony per doz.....	\$1 10
Crown.....	1 75
Improved Globe.....	1 95
Standard Globe.....	2 05
Original Globe.....	2 35
Superior Globe.....	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

5 gross loose, per case.....	5 cases.	single
4 " packages, per case.....	0 55	0 67
6 " ".....	0 62	0 87
6 " ".....	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	\$1 10
Gillett's cream yeast, 3 doz in case.....	1 10

CLASSIFIED LIST OF ADVERTISEMENTS.

- Baking Powder.**
Gillett, E. W., Co., Toronto.
National Drug Co., Montreal
- Bird Seed**
Cottam Bird Seed, London, Ont.
- Biscuits, Confectionery, Gum, Etc.**
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.
- Canned Goods**
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Ficon.
Turner, James & Co., Hamilton, Ont
- Cans.**
Acme Can Works, Montreal
- Cash Sales Books**
Carter-Crume Co., Toronto
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son, Hamilton
- Clutch Nails, Nail Hooks, Strapping, Etc.**
Warrington, J. N., Montreal.
- Cocoas and Chocolates**
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowrey, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.
- Cocoanut.**
Canadian Cocoanut Co., Montreal.
- Computing Scales.**
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.
- Concentrated Lye.**
Gillett E. W., Co., Toronto.
- Condensed Milk and Cream.**
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.
- Cotton Seed Products.**
Brayley, J. M., Montreal
- Counter Check Books.**
Carter-Crume Co., Toronto
- Crystalline, Glassware and Pottery.**
Campbell's, R. Sons, Hamilton.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Pearman, F. W. Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto.
O'Hara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
- Decorations, Table.**
Hovell, A. J., & Co., London, W.C
- Egg Cases**
Star Egg Carrier Co., Rochester, N.Y.
- Financial Institutions & Insurance**
Bradstreet Co.
- Fish**
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connor Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
- Flavoring Extracts.**
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fluid Beef.**
Bovril Limited, Montreal.
- Foreign Importers.**
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London, Eng.
- Fruit—Dried, Green, and Nut.**
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarondo, J. V., & Co., Bordeaux, France.
Downey, W. P., Montreal
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinneer, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nicker-on & Hart, Halifax.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Gelatine.**
Oox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals, Seeds**
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou, N.S.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec
Western Canada Flour Mills Co., Toronto
- Grocers—Wholesale.**
Adelstein, P., Montreal
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Olson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. F., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinneer, T., & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
- Grocers' Grinding and Packing Machinery.**
Ooles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago
- Infants' Foods.**
Keen, Robinson & Co., London, Eng.
- Jams, Jellies, Etc.**
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe, Limited, Hamilton, Ont.
Windsor, J. W., Montreal.
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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal.
Dunn, Wm. H., Montreal and Toronto.
Elsom & Whitlock, Moose Jaw, Sask.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, Lim, & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richards, S. C., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto
- Matches.**
Improved Match Co., Montreal.
- Meat Cure.**
Bixler, F. P., Fremont, Ohio
- Meat Extract.**
Tooth's Extract of Meat Co., London, Eng.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Davies, Wm., Co., Toronto
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wethey J. H., St. Catharines.
- Office Supplies.**
Rain, Rolla L. Co., Ottawa.
Ontario Office Specialties Co., Toronto
- Oyster Carriers.**
National Oyster Carrier Co., Kenosha, Wis.
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Mathieu, J. L., Co., Sherbrooke, Que.
Zam-Buk Co., Toronto
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Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.
- Polishes—Metal.**
Oakley, John, & Sons, London, Eng.
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Dalley, F. F., Co., Ltd., Hamilton, Ont.
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Empire Salt Co., Sarnia, Ont.
Gray, Young & Spurling, Wingham
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
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La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
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Young-Thomas Soap Co., Regina.
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Edwardsburg Starch Co., Cardinal, Ont.
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Ewing, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto
Minto Bros., Toronto.
Paterson, E., & Sons, Glasgow, Scot.
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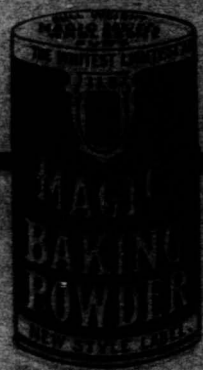
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